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GIDEON LEE, MAYOR OF NEW YORK 1833-4.



A HISTORY

3836

OF THE

# NEW YORK SWAMP

By

FRANK W. NORCROSS

of the

SHOE AND LEATHER REPORTER



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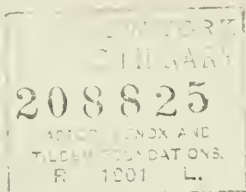
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1901

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FRANK

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TO  
THE SONS OF THE SWAMPERS  
IS DEDICATED THIS BOOK.

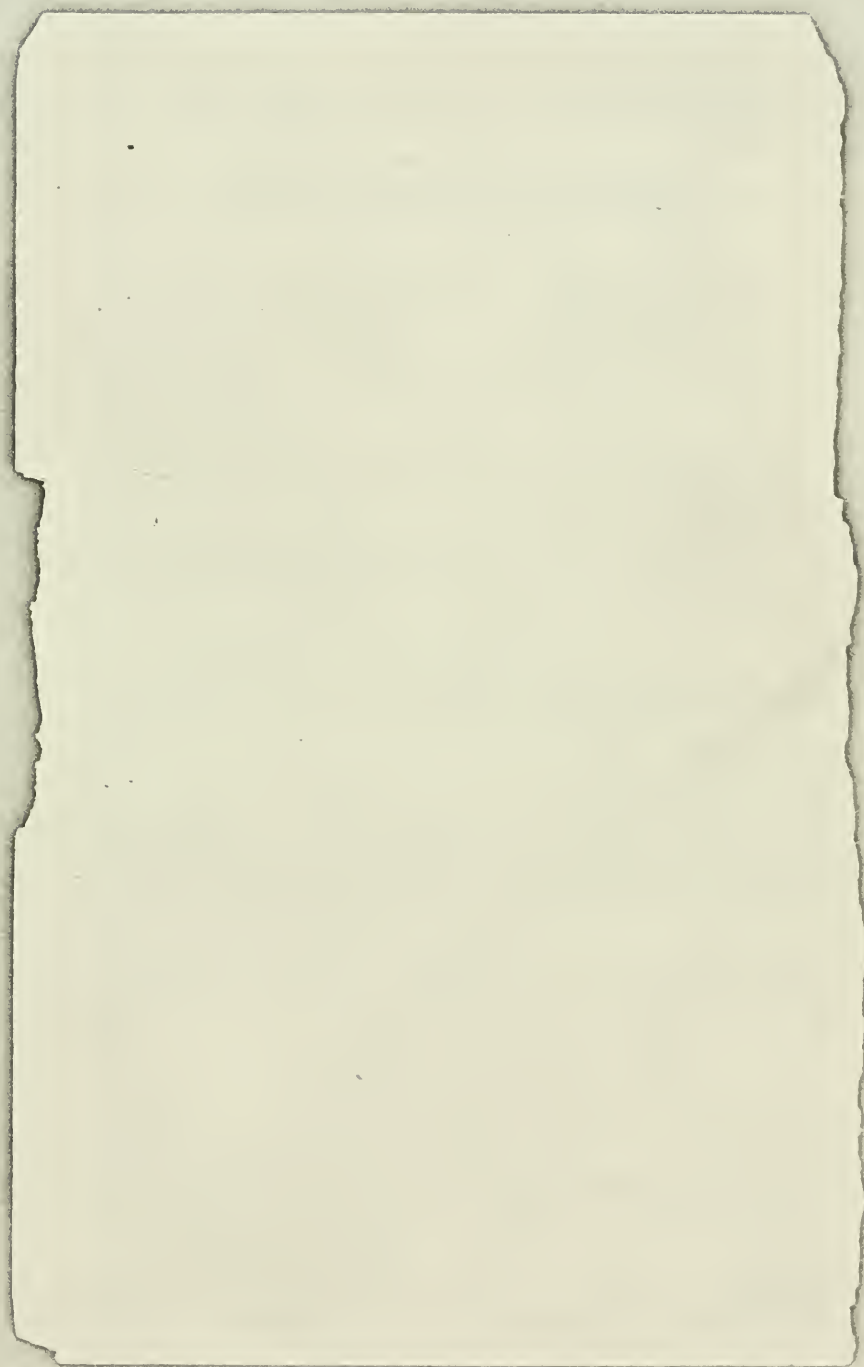
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In the district known as the New York Swamp I met their fathers almost daily for many years. They were Kings in the Tanning Trade. There were the stalwart and manly Hoyt's; the aristocratic Thornes; the cultured Healys; the broad-minded Schultz; the gentlemanly Lees; the Hortons; merchants and manufacturers; the Laphams, "Friends" in faith and works; the moneyed Fayerweathers; the genial Palens; the cautious Bulkleys; the steadfast and solid Ladews; the successful Reeses; the honorable Ishams, and many more who formed a galaxy of merchants such as may never again be seen in the Hide and Leather business.

These men dominated the trade for nigh a hundred years. Their example is worthy of emulation. It is with the design of preserving a record of their deeds that these papers were written by their, and your, servant for half a century,

F. W. NORCROSS.

"Still from the hurrying train of life,  
Fly backward far and fast,  
The milestones of the fathers,  
The landmarks of the past."



## HISTORY OF THE SWAMP.

---

The art of tanning was introduced in New York coeval with its settlement. The rotund Dutchmen who were under the rule of Peter Minuit and his successors wore a garb of leather, and the artizans added a leather apron! These were made from deerskins. The agile animals that furnished these skins could be killed near the site of the present swamp. In the possession of the Beekman family are antlers of deer which William Beekman, their ancestor, shot in Beekman street and its vicinity, about 1688.

In 1664 New York, or—as it had been previously named—New Amsterdam, came into the possession of the English. Some tanners from London came here. They introduced the apprentice system. Seven years was the term of service for a boy of the age of fourteen years, at which they were indentured. The early tanners made their leather into shoes, and the trades were not separated until about the time of the Revolution.

In 1669 the first patent known here was granted to Adriasen and Christopher Van Lear for a "mill to grind or rasp the rind of bark of oaks to be used in tanning." The tanning properties of the hemlock tree were then unknown. Outside of New York there was a tannery owned by the Hulst family at Greenwood, Brooklyn. All the rest of these establishments, with their contiguous shoe shops, were

located near the present corner of Broad and Beaver streets. Conrent Ten Eyck was the first tanner. He located near that corner in 1653. Tanners were ordered outside of the city wall (Wall street) at the time of the English occupation and were located near Maiden Lane.

A relic of the old Dutch tanners has come down to the present day. It is the coat of arms of John Harpending, who owned most of "Shoemakers' Pasture," a name given to sixteen acres of land running north from Maiden Lane, between Gold and Nassau streets, to the Park. He gave the money and land with which to build the church at the corner of Fulton and William streets, and his coat of arms, consisting of an old fashioned graining plate and beam, surmounted by a currier's knife, used by tanners, hung over the pulpit until it was demolished in 1875.

Five tanners in 1680 bought and occupied Shoemakers' Pasture. Eventually it came into the possession of John Harpending, one of the original purchasers. In 1696 he cut it up into 164 house lots, and from the proceeds of their sale he became a very rich man. It is now the center of the mercantile section of New York, but it was a wild, rough tract when the tanners bought it.

After this tract was sold the tanners settled around the "Collect," or lake, on Centre street, where now stands the "Tombs" prison. It was famous as the pond where Robert Fulton conducted his experiments. He propelled upon its surface,



by steam, a small boat, before he sailed the Clermont up the North River.

Only upper leather was tanned here in those early days, and it was thought necessary for the hides to lay in the vats for a year. All sole leather was imported from London. As late as 1768 Governor Moore wrote to the "Lords of Trade" in London: "The tanning of leather has been carried on here (in New York) for many years. Leather is greatly inferior, in quality, to that made in Europe, and the tanners have not yet arrived at the perfection of making sole leather."

The capacity of early tanneries was 1,000 to 2,000 hides a year, or their equivalent in deer skins, which were plentiful. The slaughter hides used were bought from the butchers. The tan vats were oblong boxes and no tannery had the luxury of a roof. The beam house was a shed open at the sides and fronting lime vats and pools. In a circular trough made of hewed timber, bark was ground or crushed by stone rollers propelled by a horse. The mill ground two "floorings" of bark, or about half a cord a day. Some calfskins were tanned. Only rich gentlemen wore shoes made of so fine a material as calfskins.

The tanners did not remain very long at the Collect pond. About 1790 they began to cluster around the swamp. James Brooks and Jacob Lorillard, who had formerly tanned in Centre and in Magazine streets, appear in the directory of 1800 as located in Jacob street.



George Washington once lived on the border of the Swamp. In 1798, having taken the oath of office as first President of the United States on the spot where his statue now stands in Wall street, he took up his official residence in the large mansion at No. 3 Cherry street, near Frankfort street. This remained the Executive Mansion for one year, or until the capital was removed to Philadelphia. The members of the cabinet were housed in Franklin Square, at the junction with Frankfort street, and its vicinity. Every day after dinner the state coach with four cream-colored horses, drove Lady Washington and the President either up the leafy Bowery or through Pearl street to the Battery, the great pleasure ground of New York. There was Republican simplicity in this parade. "That George Washington," said an excited foreigner. "Why, where is his guard?" "Here," said the citizen addressed, tapping his breast significantly; "Every American is his guard."

In the evening the "Republican Court" was held in Cherry street. Mrs. Washington, surrounded by the first ladies of the land, received. The ladies dressed in white satin and silks shot with silver thread. The men wore silk small clothes (knickerbockers), silk stockings and pumps. Their coats were faced with yellow silk or buckskin. Military men wore uniforms, boots and swords. These receptions were select, elegant and courtly.

Visitors to the Executive Mansion had to pass the Swamp, for it was the northernmost boundary

of the city. All beyond was pasture, or at best, farms and forest. To most of them the view of tanneries, with the vats laid down in parallel rows was an unwonted sight. Not so to all. General Anthony Wayne was familiar with the pungent odor of bark, for the "hero of Stony Point" was a tanner in Pennsylvania. General William Sutton, of Salem, Mass., owned a tannery which was owned by the Sutton family up to about 1870, and Colonel Oliver Spencer and Colonel Matthias Ogden, of Newark, N. J., were tanners and brave officers in the Revolution. Alexander H. Read was a general in the Army and served on Washington's staff. He was a tanner at Wardsboro, Vt., and brought up five sons to the trade.

Colonel John Mansfield, a Lynn shoemaker, commanded the Lynn and Salem Regiment at Bunker Hill. Roger Sherman, of Connecticut, shoemaker, and Francis Lewis, of New York, hide dealer, represented these trades in the first Continental Congress. They were among the signers of the Immortal Declaration. These men, no doubt, visited their beloved General, and later, perhaps, partook of the hospitality of their fellow craftsmen in Frankfort street.

About the beginning of last century the Swamp was a favorite place for turkey shooting on Thanksgiving day and other holidays. The Pearl street boys used to build forts of the spent tan, piked with cattle horns, and defend them against the invaders

who came from "Fly Market," or across the Fields, as the City Hall Park was called.

Some idea of the value of swamp property in the early part of this century can be obtained from the purchases of Jacob Lorillard. In 1809 he bought from John Roosevelt the property 14 Ferry street, running back to Beekman street, for \$3,000. On it was the brick house in which he lived. In 1815 he bought the lot on the northwest corner of Ferry and Jacob streets for \$1,620, and other property on Ferry street for which he paid \$1 per square foot. He bought 72 Gold street for \$6,500. There was a brick house on it. In 1832 a large lot, 32 x 75, Nos. 6 to 10 Ferry street, was acquired for \$4,000, also the lot 76 Gold Street for \$3,800. There was a tannery there belonging to John Weber which ran to about 80 Gold street. It was cut up into lots and Mr. Lorillard bought a part of it. Mr. Lorillard also bought on Spruce street, No. 41, for \$1,043.50, and assumed a mortgage for \$950. This lot ran back and included No. 85 Gold street. which he bought from James Flynn for \$5,800, and 20 feet adjoining from John B. Cheeseman, for \$2,600. He also bought the lot, No. 24 Spruce street, in 1815, for \$1,550, unimproved. In 1833, eighteen feet front of this estate was taken to improve Spruce street, for which the city paid him \$2,415.

#### EARLY SWAMP TANNERS

The old tanners who did business in the Swamp previous to 1800 sold their product to dealers on

the west side, who in turn supplied the shoe makers who were their only customers. Tanners' methods were primitive. Leather was taken out when half tanned, rubbed over a beam with a stick, and then skived down to the required thickness, and the skivings thrown away or run into the creek that emptied into the East River. Splitting leather was then unknown. Sole leather was finished by rolling a smooth grindstone over it.

On Jacob street, extending through to Gold street, was the tannery of Daniel Tooker. He died in 1806, aged 83 years. Michael Ortley had a tannery on the corner of Gold and Frankfort streets.

In the City Directory of 1811 is this list of tanners in New York:

Arcularius, P. J., 11 Frankfort, house same.

Anthony, John P., 68 Frankfort, house Cliff.

Bonnett, Peter, Jacob and Frankfort, house 22 Frankfort.

Bloodgood, Abm., 62 Frankfort, house 52.

Brooks, Henry, 518 Pearl.

Bryson, David, 48 Frankfort.

Bryden, Wm., Bowery corner Canal.

Cunningham & McCormick, 55 Ferry.

Corse, Israel, 14 Jacob, house 7 Vandewater.

McCartee, Peter, 12 Jacob.

Cunningham, R., 21 James.

McCormick, Hugh, 35 Ferry, house 102 Gold.

Ferguson & Shipley, Jacob corner Frankfort.

Ferguson, G., 52 Frankfort.

Hall, John, 7 Jacob.

- Lee, Gideon, 23 Ferry, house 73 Frankfort.
- Lowber, M., 64 and 66 Frankfort.
- Lorillard, Jacob, 16 Ferry, house 18 Ferry.
- Lindsay, G., morocco, 52 Ferry.
- Polhemus, A., 7 Jacob, house 3 Jacob.
- Sherwood & McVickers, 13 Jacob.
- Shaw, John, morocco, 15 Ferry.
- Tooker, Daniel, 11 Jacob.
- Weber, J., 78 Gold.

The Swamp began to figure in the political history of New York about the commencement of the present century. The prominent leather dealers became leaders in the political parties and officers of the organization had their headquarters at the celebrated Washington and Tammany Halls.

The headquarters of the Federal party, 1800 and later, was at Washington Hall, a massive building, mostly used like Tammany for hotel purposes. Washington Hall was built by the rich John G. Costar. It stood on the corner of Broadway and Chambers street, and was purchased, together with the land, by A. T. Stewart for \$60,000, and on this and two additional lots he built the splendid store used for his wholesale business. He moved into this in 1848 and the whole cost of the building and land at that time did not reach \$300,000.

Tammany Wigwam was a hotel on the corner of Spruce and Nassau streets in the year 1800. The kitchen was on Nassau, and directly in the rear of this was a room, called from the proprietor of the house "Martling's Long Room." This was the headquar-

ters of the Democracy or, as they were then called, the "Republican party," until Tammany Hall was finished, in 1812, at the southwest corner of Park Row and Frankfort street. The cost of this structure was \$28,000. The corner stone was laid May 13, 1811. It was a fine building; the hall of meeting was up one flight of stairs and occupied the whole story. The "Sun" building now stands on this corner.

The frequenters of Tammany Hall affected the Indian costume and manners at their meetings and parades. The chief officers were "Sachems," and they only had access to the records of the Order; when marching in processions they went in single or Indian file, the officers dressed in full aboriginal costume. At the admission of new members a song was sung with an Indian chorus.

Another place of meeting for the Democracy was Harmony Hall, in Frankfort street, at the northwest corner of William. In this building, owned by David Bryson, the Swamp clique would sometimes mature their plans before giving them the broader endorsement of Tammany.

Although all professed Republican (Democratic) principles in national affairs, occasional splits occurred on local questions. The "Bucktails" were those opposed to the election of De Witt Clinton, and took their name from the fact that they wore the tail of a deer in their hats. John Jacob Astor used to have two or three boys stationed on the



steps of Tammany Hall on meeting nights to sell these fur badges.

One branch of the Bucktail party which split on a city government question was called the "North River Squad," from the fact that its leaders resided in that portion of the city. Their opponents were for local reasons called the "Swamp Clique." Among its leaders were Abraham Bloodgood, John P. Anthony, curriers and leather dealers, and James Tylee, the leather inspector, who was a Sachem of Tammany during the latter portion of the last century. He lost his office soon after, when the opposite party came into power.

The Swamp Clique used to meet in the store of Abraham Bloodgood, 62 Frankfort street. This was nicknamed Swamp place. Mr. Bloodgood was an alderman from 1804 to 1807 and State Prison Inspector 1807 to 1812. Party spirit ran high in those days, and no pains were spared to gain an election. In the year 1801, prior to a charter election, Jasper Ward, a member of the Swamp Clique, bought of Abraham Bloodgood a lot of ground in the Fifth Ward, which, with the currying shop on it, was said to be worth \$2,000. This he immediately deeded over to thirty-nine persons, as tenants in common, to enable them to vote. (The property qualification required every voter to own property valued at \$50.) The Ward was carried by the help of these votes, giving twenty-five majority to Arcularius and Drake, the Anti-Federal candidates, but the election being contested, and the property prov-

ing to be worth only about fifteen hundred dollars, they were not allowed to take their seats.

Abraham Bloodgood was a currier and leather merchant in the Swanip for many years, and did a large business. His store was at No. 62 Frankfort street. He retired from the leather trade about the year 1815, and afterward resided at No. 52 Frankfort street. He died in 1837, aged 75 years. He left a large fortune to four children. Mr. Bloodgood was president of the Continental Fire Insurance Company.

David Bryson, a celebrated leather dealer, John M. Bloodgood, son of Abraham Bloodgood, and Jonathan Trotter, a well-known morocco dealer and politician of a quarter of a century ago, were afterward Sachems of Tammany.

At the time of which we treat, the Federalist party nicknamed the Republicans or Tammany Hall men "Democrats," as a term of reproach, it being then applied to the Jacobins of the French Revolution. The party adopted the title after the election of Andrew Jackson to the Presidency in 1828.

The cognomen of "Loco Focos," which for many years clung to the Democratic Party, originated in Tammany Hall. In 1835 a split, such as we have alluded to, occurred among the Tammany men, and one section gained possession of the hall for an evening meeting, but found that their opponents had carried off the lights. This was a game for which they were prepared, as each man had a candle, and the general striking of loco foco or



brimstone matches to light the lamps caused the atmosphere of the hall to be redolent of sulphur during the evening. Jackson S. Schultz and Fred. T. Fawcett carried candles on that occasion. The next morning the "Courier and Enquirer" called them the loco foco party. The name spread over the country and was retained for many years.

The "Equal Rights Party" of 1835 declared uncompromising hostility to paper money, and opposition to monopolies and the creation of vested rights by legislation. Its principles were supported mainly by William Leggett, the editor of the "Evening Post." This was the party whose coup d'etat in getting possession of Tammany Hall, we mentioned. This event occurred on the night of October 29th, 1835.

The first tanner who is recorded as an office holder in New York City was Albert Clock, who was Assistant Alderman of the "Dock Ward" from 1710 to 1714. The next was Jeremiah Wool, who held the same office in the North Ward in 1783, and was Alderman of the South Ward from 1784 to 1791. Thomas Hazard, a currier, was Alderman of the East Ward in 1786 and 1787.

John P. Anthony, a tanner, was a prominent "Bucktail" and was elected an Alderman from 1819 to 1827. The name of "Bucktail" was applied to the Republican or Jeffersonian party during this time. Mr. Anthony was elected by the Jackson Democrats as Alderman in 1827.

Richard Cunningham first appeared in the Direc-

tory for 1799 as a tanner and currier at No. 47 Ferry street. He took as partner Hugh McCormick, and the firm of Cunningham & McCormick was for many years well known in the Swamp. William Kumbel learned his trade there. Hugh McCormick married a sister of Mr. Kumbel. Mr. Cunningham lived in James street. He was an Alderman in 1810, 1811 and 1812. In 1815 he sold a large estate on Bloomingdale road to Jacob Lorillard for \$12,000. Richard Cunningham died in Newark in 1840, aged seventy-five years. Hugh McCormick died in 1839, aged about sixty-two years. He lived at the time in Jacob street, the third door from Frankfort, on the right hand side. There were at that time three brick houses here, and in one of these Mr. McCormick lived and died. His grandson, Richard C. McCormick, was born in Jacob street. He was Governor and Delegate to Congress from the Territory of Arizona, Assistant Treasurer of the United States Treasury and Commissioner to the World's Fair in Paris in 1878. He married a daughter of Senator Allen G. Thurman, of Ohio.

John M. Bloodgood was a Sachem of Tammany and a noted character in his day. He succeeded his father in business, and his name appears in the directory of 1816 as a currier, at No. 62 Frankfort street. He rebuilt the store on his father's old place, did business as a boot crimper for many years, failed and retired from the trade about 1828. Many stories are related about Jack Bloodgood.

- He was for some years a Police Magistrate, and when any good looking girls came up before him they were generally let off after receiving a little good advice. It is said that on New Year's Day he was accustomed to go among his acquaintances with a basket which he filled with eatables to be distributed among the poor. He would carry the basket himself through the purlieu of Baxter street and the Five Points.

#### HIDE AND LEATHER MERCHANTS

The early members of the trade were merchants on a small scale. They bought and sold, and did a good deal of dickering business. They had close relations with oak leather tanners in Baltimore and Philadelphia. The sailing packets brought the leather here. There was very little, except this oak sole, known. There were tanneries in Massachusetts where hemlock bark was used and sole leather made. It was mostly sold and used there. The first hemlocksole leather tannery in New York State located at Hunter, was considered to be of sufficient importance to be mentioned in the earliest United States census, that of 1810. Its capacity was 5,000 hides a year.

A change was gradually being forced on the leather trade of New York, and, indeed, the whole country. There was a line being drawn between the manufacturer and the jobber. This line was later thoroughly established. There was no more

pretence of buying and selling "hides, leather and oil," but it was buying hides and selling the leather. The merchants we are about to tell of were the ones who inaugurated this trade, but they were a quarter of a century in accomplishing it.

In 1810, as we learn from the "Strangers Guide to New York," Chatham and Frankfort streets were "elegant streets, the most spacious in the city." Fulton street was widened that year and lined with fine residences. Mail stages left daily No. 1 Cortlandt street for Boston and went through in thirty-eight hours; fare, \$15. Mail stages left for Washington every day, fare \$24; for Philadelphia every noon, arriving there the next morning, fare \$10.50. Such were the methods of traveling of "the fathers of the leather trade."

#### FRANKFORT STREET

The principal interest of Frankfort street, in connection with the Swamp, lies in the fact that all the first tanneries were constructed in it and contiguous and curriers pursued their avocation and resided over their shops in this thoroughfare.

Frankfort street was laid out in 1725 as far as Vandewater, and cut through to Pearl street in 1800. It was the northernmost boundary of the Swamp. There were fine dwellings in the street a hundred and more years ago, and rich merchants lived there. A leading citizen was Francis Lewis,

a hide and fur merchant, to whom reference has already been made, came from Wales in 1735 and had his house and store at the corner of Frankfort and William streets. In gathering furs and buckskins he was accustomed to travel in the interior of New York State and was at Oswego when it surrendered to General Montcalm. The Indians murdered every prisoner then taken except Francis Lewis. It was said that the Welsh language in which he addressed them was so nearly like their own that they thought they recognized in him a fellow countryman. There is a legend that a Prince of Wales, Madoc by name, came to America several hundred years ago and settled a colony here. Southey wrote a poem on this foundation. The historical facts are that Madoc, a son of Owen Gwynette, King of Wales, sailed in 1160 to the West with a shipload of adventurers, and after several weeks

“Like a cloud, the distant land arose  
Gray from the ocean, where we left the ship,  
And cleft with rapid oars the shallow waves  
And stood triumphant on another world.”

Madoc returned to Wales, took more emigrants, sailed again and was never heard from.

Francis Lewis survived the massacre of Oswego, came back, traded extensively, and in 1775 retired from business, rich. In April of that year he was elected to the Continental Congress at Philadel-

phia and his name appears among the signers of the Declaration of Independence.

The second son of Francis Lewis was Morgan Lewis, who at a later date also became eminent. He was elected Governor of New York in 1804, defeating Aaron Burr, and was a Major General in the war of 1812. He was a Grand Master of Masons in 1830. Both father and son are buried in Trinity churchyard.

The fashionable shoemaker of New York, before and for some years after the Revolution, was Anthony Bolton. His house and shop were at No. 13 Frankfort street. His son, Thomas Bolton, while making shoes also studied law in his father's house. He became a City Alderman, president of the Phoenix Insurance Company, and from 1830 to about 1840 was clerk of the Common Council.

The "Swamp Church" was a landmark on Frankfort street, near Vandewater street, for many years. Philip Lydig, who lived at the southeast corner of Gold and Ferry streets, was largely instrumental in raising the building fund for this church, which was erected in 1766. During the Revolution it was occupied by the British troops. Many of them were buried in the adjoining cemetery. Dr. Christopher Kunzee preached in the Swamp Church from about 1800 to 1820. Dr. Kunzee's daughter married Jacob Lorillard, the tanner.

Tammany Hall was at the head of Frankfort street, where the "Sun" building now stands. It was one of the finest buildings in the city at the be-



ginning of this century. The "Pewter Mug," just in its rear, was a noted political rendezvous.

Some of the men who stood high in political and social circles one hundred years ago lived in Frankfort street. Prominent among them was David Bryson, whose fine residence with its garden stood opposite Gold street. His currying shop was next door. His son, Peter Bryson, who was president of the Phœnix Bank, sold the property to Thomas Smull and others in 1861. It was afterwards acquired by the city, later for the Brooklyn Bridge.

Abraham Bloodgood lived and sold leather in Frankfort street at the head of Jacob street. His son, John Bloodgood, an influential Tammany politician (as also had been the father), built a store on that site in 1829 and made uppers for the findings trade. "Swamp Place" was conspicuously painted on his store. Philip J. Arcularius, a tanner, lived at No. 14. His daughter was married in that house to James Harper, of Harper Brothers, who was afterwards Mayor of New York. The Forty-second street reservoir, which has just been torn down to make room for the new Public Library, was built during Mayor Harper's term of office. Horace Greely lived in Frankfort street when he was editor of the "New Yorker." Charlotte Cushman lived there in 1842 and was accustomed to pass through Gold street every day to rehearse at the theatre in Park Row, opposite the Astor House.

Daniel Tooker and Daniel Tooker, Jr., were opulent tanners about the year 1800, whose land ex-

tended for some distance on Frankfort street Barnes & Merritt built at No. 57 on these premises. G. B. Horton built the store No. 63, with an L extending to Jacob street. During the building tanned seal skins were found in vats on this site.

### JACOB STREET

This short thoroughfare, laid out in 1740, is only one block in length and has always been devoted to tanning. Tanneries and stores were here when the street was widened to its present width in 1789. The stores now in Jacob street were built during the following century, but they have received additional stories and improved fronts, so they give no idea of their original appearance. The largest structure on Jacob street, and for many years the largest in New York, is located at the southeast corner of Frankfort street, and was built by Henry A. Burr in 1852. He invented some improvement in the manufacture of the bodies of silk hats and made a great fortune. Before his time, however, James Kerrigan conducted a morocco factory on this spot. Austin Melvin owned the land afterwards, purchasing from Sir Edmund Hayes, an English baronet, in 1837. Rees & Hoyt and E. A. Smith, both of whom later became rich and successful, commenced business here. At No. 14 there is a now a six-story structure built in recent years and never occupied for the leather business. On this spot Israel Corse commenced business in a small two-story store.



- and when he retired in 1831 Jonathan Thorne became its occupant.

Another old building stood at No. 12. Its owner was Peter McCartee. His mother lived on the premises and both house and lot were mortgaged. The son finished his apprenticeship as a currier in 1791. Ten years after he paid off the mortgage, built upon the property a currying shop and a residence for himself and his mother, who lived to a good old age to enjoy her son's prosperity. Peter McCartee died in 1834. He had been a leather inspector for thirty-five years. His son, Rev. Robert McCartee, was for many years pastor of the Canal street Presbyterian Church. Elijah T. Brown commenced business at No. 14.

No. 10 has a notable history. Shepherd Knapp built this store in 1842. G. Lee Knapp & Palen sold leather there. James Palen, the junior partner, died in 1846. and in 1847 his nephew, William Palen, took his place in the firm which did not change its name. Charles D. Bigelow occupied No. 10 as a shoe factory about 1852 and here the first shoe pegging machine was successfully used by him. A foreman afterwards testified in a law suit against the owners of infringing machines that it would "peg around a large sized men's brogan in one minute, and the work was done much better than by hand, both as regards uniformity and firmness." David Moffat bought No. 10 several years ago and his firm now use it for finishing harness leather.

At No. 8 was "Jacob's Well." About 1820 this was a famous "Spa." A running spring had a reputation for health-giving mineral qualities. A building of Moorish architecture was erected and a company formed to develop the spring. The New Yorkers of that day came every morning to take the waters. Sixpence a drink was charged. At last somebody discovered that the remarkable properties of the water were due to the fact that its course to the outlet of the spring lay through old tan pits. The bubble burst and Loring Andrews hired the building for a leather store. John E. Cammeyer, father of Alfred J. Cammeyer, the Sixth avenue shoe retailer, had a sheep skin factory at the same place. John McColgan afterwards owned and operated a morocco factory there.

A. H. Brahe, a calf skin importer, built No. 6. Samuel T. Keese used it as a sole leather store, and afterwards John Dunphy conducted there his calf skin business. No. 6 Jacob street was sold by the Brahe heirs for about \$10,000 to John McColgan. Mr. Brahe also built No. 4 in which Horace M. Warren made morocco. Mr. Warren began business in 1837. He died in February, 1901. No. 4 was bought by Scofield & Stevenson for \$9,600. It is now owned by Walter Stevenson, who has remodeled and enlarged it.

The store, No. 2 Jacob street, was built by John H. Bowie about 1852. Long before that time Anthony Boyer had a kid leather factory on the

premises. He had left France during the "Reign of Terror" and was the first person to make fancy colored leather in New York. James Kerrigan began and continued his business here until he moved to the corner of Ferry and Gold streets. A last maker named Thompson occupied the upper story at that time. His son was known as "One-eyed Thompson," a noted confidence man of half a century ago. The property is now owned by the Havemeyer estate.

On the west side of Jacob street Jonathan Labaw, a leather dealer, built Nos. 1 and 3 in 1837. George Evans & Son and Thomas Scott, Son & Co., occupied these stores from that time up to a recent period.

William H. Hoople built No. 5 for David Moffat. The rental of so large a place caused Mr. Moffat to hesitate about taking it, but he solved the problem by fitting up the upper part for a dwelling house after the manner of that time, and used the remainder for making his fine harness leather. About 1870 Mr. Moffat bought and occupied No. 5, 7 and 9 Jacob street, as well as No. 10 opposite.

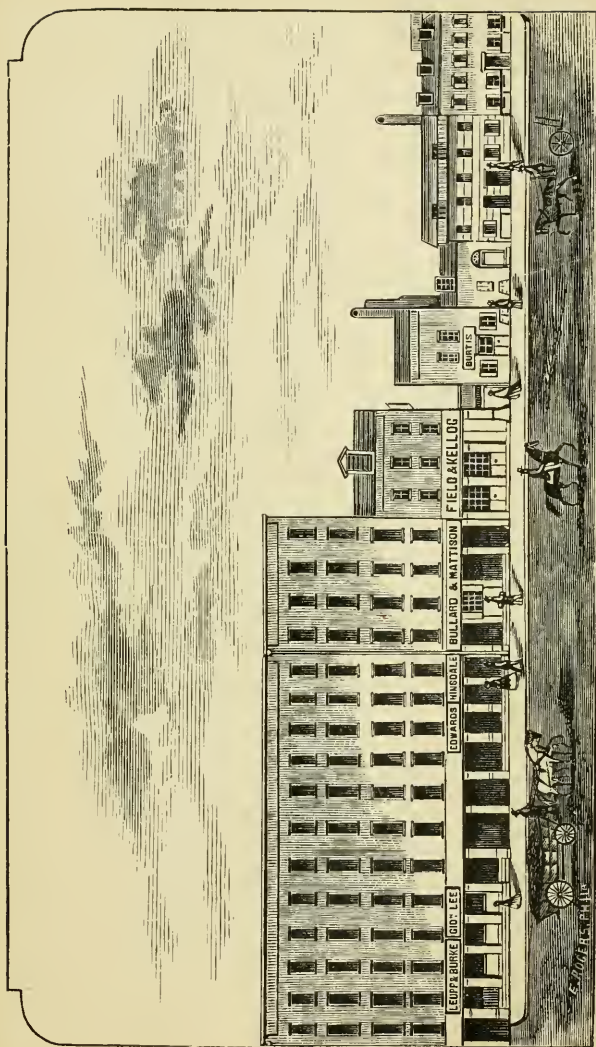
Between No. 9 and the corner of Frankfort street there stood a block of three-story yellow brick buildings. They were built by Charles P. Miller, a tanner, in 1829. John McDermott, now of McDermott & Howard, commenced business there in 1844. The Journeymen Morocco Company, of which he was president, occupied two of the build-

ings. Here Thomas Snull commenced business about 1833. Richard C. McCormick, ex-Governor and Senator from Arizona, was born in one of these houses. His father and grandfather were tanners. Moses Ely, an uncle of Ambrose K. Ely, conducted a tannery on this spot, now occupied by a one-story building used for the storage of hides, and owned by A. K. Ely. The store next to the corner of Frankfort street was built by Gurdon B. Horton and used by him for some years as a leather store. Tan vats and a tanned hide were found in making the excavation.

#### FERRY STREET

This street was laid out in 1740, and its width has never been changed. There are only a few modern buildings in Ferry street. Most of them were built by merchants whose fortunes were accumulated in that locality.

The large six-story structure on the southeast corner of Ferry and Gold streets was built in 1845 by Charles W. Trotter, a morocco manufacturer. Israel Corse, Jr., Stout & Tuttle and H. D. Hull & Co. successively did business on this corner. No. 4 was also built by Mr. Trotter and occupied by Van Wagenar & Tuttle until 1873, when Henry Arthur, who was then occupying the corner, leased it in order to enlarge his leather and findings establishment. Nos. 6 and 8 were built by Eugene Keteltas, a leather dealer. Wm. Rutter, J. B. & T.



VIEW OF FERRY STREET, SOUTH SIDE, 1840.  
SMALL BUILDINGS, CORNER OF GOLD STREET.

Johnson and S. W. Baldwin & Son were successively occupants of No. 6. At No. 8 M. Armstrong commenced business when he first came into the Swamp. In 1869 and for several years afterwards Maurice S. Kerrigan used this store for his morocco business.

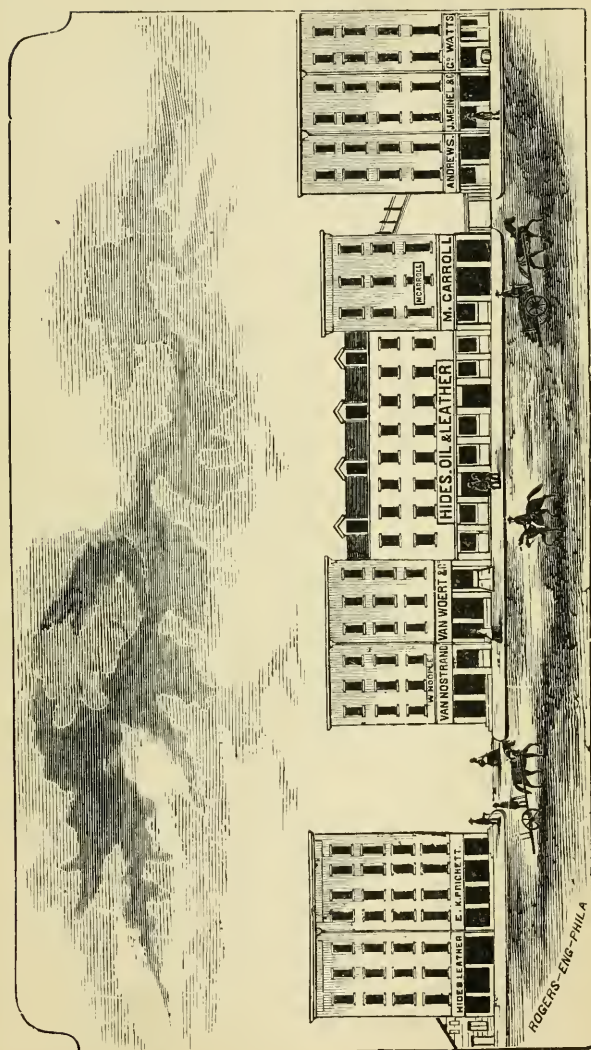
The Gilman family owned No. 10 for several years. W. W. Gilman had a leather store there. His son succeeded but did not remain long in the trade. Joseph Hecht bought the premises about 1894 and enlarged and greatly improved them. Sellman & Co. are the occupants.

At No. 14 (there is no No. 12) Jacob Lorillard was a special partner and he built the store in 1839 for Isaac Bullard. When the estate of Bullard & Co. was settled, Louis H. Bullard bought this property.

The store, No. 18, was built by Ogden E. Edwards, son of William Edwards, the celebrated tanner, and grandson of the great theologian of Western Massachusetts, Jonathan Edwards. Ogden E. Edwards failed and the building, which had been mortgaged for \$25,000, was sold to Jonathan Thorne, who enlarged and improved it. The firms with which he was connected afterwards occupied it as long as they continued in business.

The stores No. 20 and No. 22, built by Gideon Lee about 1820 and enlarged later, were occupied successively by Gideon Lee & Co, Leupp & Burke, Chas. M. Leupp & Co. and W. Creighton Lee and his sons under the firm name of Lee & Co.





VIEW OF FERRY STREET, SOUTH SIDE, 1840.  
SHOWING LOWER PART OF CLIFF ST.

These stores were thus used by firms connected with the Lee family from 1820 to 1893.

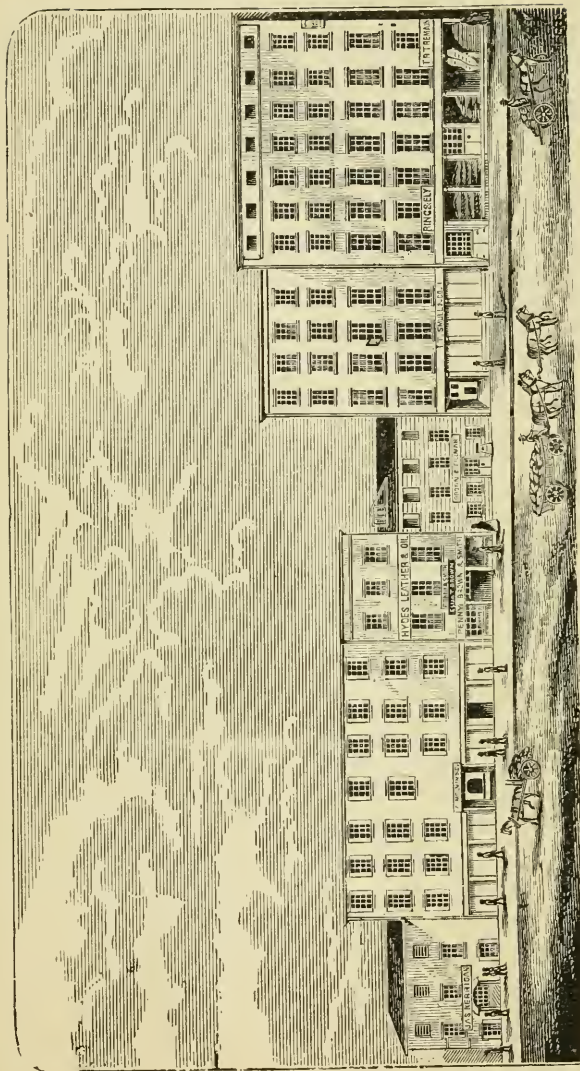
At Nos. 26 and 28 James Meinel in 1837 built a store which he used for his leather business. Loring Andrews afterwards leased it. In this firm, when they located, Ariel Low, of Boston, came as a partner about 1840, but became discouraged in one year and returned to Boston. Anson Lapham and his firms afterwards occupied the store. Henry G. Lapham bought it and in 1876 erected the large structure now occupied as the main offices of the United States Leather Company.

In the upper floors of the building at No. 30 the "Eclectic Fraternity" flourished from 1834 to 1840. Matthew Carroll, once connected with Gideon Lee, built this store. His son, Nicholas, succeeded to his father's business. He was a politician, a friend of Henry Clay, and early left the leather trade. J. S. Rockwell & Co. commenced their business career in New York on this spot.

Valentine Everit built No. 32 in February, 1825. It was occupied by V. Everit & Co. and their successors for half a century. The Roosevelt estate owned the ground and leased it to Mr. Everit at a rental of \$3,000 for twenty years, the building to revert to the owner of the land at the expiration of the lease. It is now owned by the Roosevelt Hospital. Isaac Hyde, Jr., and T. S. Chapman commenced business here.

The stores Nos. 36 and 38 were originally occupied by Van Woert & Fraser and Van Nostrand &





VIEW OF FERRY STREET, NORTH SIDE, 1840.  
SMALL BUILDING WAS CORNER GOLD AND FERRY.

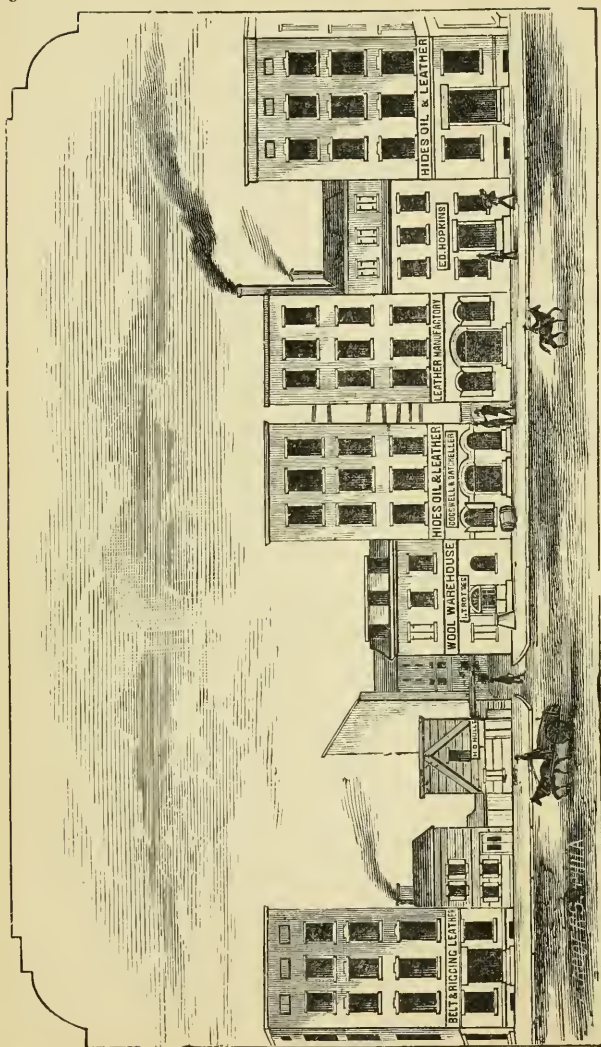
Co. Wm. H. Hoople built one and rebuilt the other. Charles A. Schieren bought both of them from Wm. G. Hoople in 1899. They are connected with 67 Cliff street and together make a present holding by Mr. Schieren of 7,600 square feet.

The stores Nos. 46 and 48 were built by E. K. Pritchett, of Pritchett, Baugh & Co., were occupied by Bulkley & Brooks and H. J. Brooks & Co., Pritchett, Baugh & Co., of Philadelphia, owned them until 1886, when they were sold to E. Von Felde, who kept a restaurant on Cliff street. The store No. 50 was built by Wm. H. Hoople, who left it by will to his grand nephew, William Howard Hoople.

Below this, on the corner of Pearl street, is a hotel built early in this century. The waters of the East River are said to have reached nearly to this point a hundred years or more ago. From the old ferry to Brooklyn the street received its name. Near here and in Peck Slip were two eminent hide firms.

The three brothers of the Hicks family were great merchants. They did business at No. 345 Pearl street. Isaac Hicks was the founder. He commenced in 1796. Jacob Barker was brought up in his office. Samuel and Valentine Hicks were his brothers and partners. The firm became Hicks, Jenkins & Co. later.

Another house was founded by Whitehead Hicks. This was in 1870. His sons, Gilbert and Robert T., succeeded. The firm became G. & R.



VIEW OF FERRY STREET, NORTH SIDE, 1840.  
LOOKING DOWN TO CLIFF STREET.

T. Hicks. They owned vessels and traded with South America. Through dealings with tanners in the Swamp R. T. became acquainted with Thomas Everit, a hide and leather dealer in Ferry street. In 1822 he married Thomas Everit's daughter, and in 1848 retired from business rich, and lived at Poughkeepsie.

Comfort and Joshua Sands were merchants before the Revolution. They did business in Peck Slip. The first ferry from Brooklyn ran from the slip. In 1800 they bought a property, 160 acres, there, and built ropewalks, wharves and buildings just across the East river. Sands street runs through it. Comfort Sands, before the war, was one of a party that took ten bales of stamp paper from a British brig at Peck Slip and burned them. During the war he fled to Philadelphia, and the British burned his books and papers. He was a member of the first Continental Congress, but only served the first term, so he did not have the privilege of signing the Declaration. In 1776 he contracted to furnish the American army with clothing and shoes. He bought all the shoes he could in Newark, Worcester and Lynn, but it was impossible to obtain a supply. They could not be made. In 1783 he engaged in business again, with his brother Joshua as partner. They traded in South American produce, and imported hides as they were wanted. Joshua Sands was appointed Collector of the Port of New York by John Adams. Comfort Sands was a director in the first bank and insurance company in New York, and president of

the Chamber of Commerce 1794 to 1798.

**FERRY STREET, NORTH SIDE**

The premises, Nos. 1, 3 and 5 Ferry street, north side, and 88 and 90 Gold street, are now covered by one great structure, called from Aaron Healy, its builder, the "Healy Building." In 1827 James Kerrigan had a morocco factory there and lived in Gold street adjoining. At Nos. 3 and 5, in a three-story yellow brick store, Austin Melvin commenced business in 1830. He remained there until 1842, when Gilman, Smull & Co. took the store. A relative of Mr. Gilman came here as a boy. He became a partner in Gilman, Smull & Co. and in all the firms that were their successors, and did business as man and boy on this spot from 1844 to the time he retired in 1893. His name was Aaron Healy. He bought these properties in 1865 and in 1890 built the substantial brick ten-story structure that occupies the northeast corner of Gold and Ferry streets. It is a fitting monument to a sagacious and honest merchant, one of those who made the New York hide and leather trade honored in every part of the world.

The store No. 7 is owned by Mrs. Livingston, a granddaughter of James Meinel. Elijah T. Brown and Keek & Morser were early occupants.

Wm. Alburtis, a hide dealer, built No. 9 and occupied it. Smith Ely, Jr., there sold oak sole and Henry McClellan afterwards union and hemlock leather. Then Isaac Hyde, Jr., bought the property. A. K. Ely owns it. The store No 11



was owned by Wm. H. Hoople, who sold it to Charles H. Isham. A. & J. Mattison, Mattison & Isham and Mattison & McCoy were tenants here in olden time.

There are no stores numbered 13 and 15 on this street. The large stores 17 and 19, corner of Jacob street, were built by Benjamin Marsh, a leather dealer, in 1834. George Palen commenced business there in 1840. William and Oliver Hoyt occupied the lofts for several years. M. Armstrong & Sons located their findings store there and purchased the building. Then Heubner & Hefler occupied it. William H. Heller, the genial manager for the Pfister & Vogel Leather Company and his brother, Charles F. Heller, own it now.

The premises No 23, the northeast corner of Jacob street, were originally owned by the Roosevelts, ancestors of Governor Theodore Roosevelt. They owned much Swamp property and had a sugar house in Jacob street before the Revolution. Jacob Lorillard bought the land and built a store. James R. Smith purchased it and made morocco leather in the building for many years. After his death it was sold to Felix Kaufman, manufacturer of Excelsior calfskins, in 1882. He fitted it up in modern style.

John H. Bowie, belting manufacturer, built No. 25 about 1852. The building joins in the rear No. 3 Jacob street.

At No. 27, in a small wooden building, H. D. Hull commenced business. After him came Hans

Rees, who made an ample fortune in the little structure. The present building was erected by A. H. Brahe, a calfskin importer, in 1852. Mattison & McCoy were once located here, and J. H. Rossbad & Co. have fitted up the store in elegant style.

Jonathan Trotter, first Mayor of Brooklyn, built No. 29 and conducted there a business in sheepskins. Chatfield & Underwood also occupied these premises, which are now owned by Joseph Hecht.

No. 31 and No. 33 were built by Israel Corse, Sr., in 1825. James Knox Polk, his grandson, inherited these stores. In No. 33 William Kumbel, the first leather belting manufacturer, was located for many years.

At No. 35 John E. Cammeyer did business. David Moffat & Co. now own the premises.

In 1830 Jacob Lorillard built No. 37 at the corner of Cliff street. It was at that time far superior to any other structure in the Swamp. It was rented by sealed bids to Smith & Schultz for five years at \$1,001 a year. David Moffat & Co. now own No. 37.

The building on the northeast corner of Ferry and Cliff streets, also 80 Cliff street, adjoining, were built by J. S. Rockwell & Co. The Rockwell estate still own them. Charles A. Schieren, of Charles A. Schieren & Co., who occupy these stores for their belting business, tried to buy them, but the Rockwell heirs declined to sell because the family fortune had been largely made on that spot. The buildings further down Ferry street have not

been identified with the leather business.

#### CLIFF STREET.

This street was originally called Skinner street, because it was the place where hides and skins were offered for sale by butchers. This traffic was principally carried on between Ferry and Beekman street. The street was extended in 1740 by cutting through from Ferry to Frankfort street. It was the old time custom of butchers to sell hides with the horns and tail on. Hides and skins were collected all over the city, brought to the Swamp and trimmed and salted down in the cellars of the merchants. Quarterly and yearly settlements were made. These times of settlement were attended with considerable dissipation such as one rarely sees nowadays in the hours of business. From Christmas to New Years hot spiced rum was freely served. In 1837 prices were so low that butchers refused to make the usual contracts and formed the "Butchers' Hide and Melting Association." They were very successful and built the large establishment for their business located between Forty-fourth and Forty-fifth streets on the East River. Cliff street was not occupied by the leather trade until 1859, when the large stores, 92 and 94, were built by Thomas Fraser, Brother & Co., No. 96 by Jackson S. Schultz and Edmund M. Young, and 98 by Joseph Mattison, of Mattison & McCoy. In 1860 and subsequently they were occupied by these firms. Joseph Hecht & Sons purchased them and own them all. The American Hide and Leather



Company occupy them. No. 80 was built by the Goelet estate and occupied a quarter of a century ago by Walker & Bulkley and afterwards by G. B. Horton & Co. J. S. Rockwell afterwards bought it and used it for his sheepskin business. Charles A. Schieren & Co. occupy it now. This building extends through to Pearl street.

The store No. 64 was built by Willets & Co. in 1840. This firm had been even twenty years before that time engaged in the hardware and oil business on Pearl street. They were engaged in the hide and leather business in Cliff street for a number of years prior to 1893. No. 67 was built by Jonathan Trotter, a sheepskin tanner. Wm. H. Hoople occupied and afterwards bought it. Charles A. Schieren now owns it. Schultz, Southwick & Co., Fawcett, Benedict & Co., Abram S. Smith and Thompson, Wyckoff & Co. occupied stores south of Ferry street for a short term, and Loring Andrews & Sons were located here just before they went out of business.

The Mercantile Library was first established on Cliff street, where Harper Brothers' building now stands. Wm. H. Hoople resided at No. 66, Jackson S. Schultz at No. 70, Jonathan Thorne at No. 83 and Loring Andrews at No. 79 Cliff street for several years up to about 1848.

#### GOLD STREET

This prominent Swamp thoroughfare was laid out in 1720 to Beekman and Spruce, and cut through to Frankfort street in 1790. A piece of

land, 100 X 25, was taken from the tannery of Daniel Stanbury for that purpose. It was widened, north of Fulton street, in 1834. It was previously the same width that it is now south of Fulton street. The cost to the city of this widening was \$80,963.62.

#### FIRST PUBLIC READING ROOM

The first public reading room in America was established in New York by Adrien Van Hook, the owner of a tanyard in Gold street, in the Swamp.

"It was," says the "Farmers' Weekly Museum" of January 7, 1799, "sufficiently encouraged during his lifetime, but upon his unfortunate decease was closed, to the regret of the lovers of literature."

Only the two blocks at the northern end of Gold street were ever occupied by the leather trade. On them some of the larger firms have at times been located.

The brick block on the west side, near the corner of Frankfort street, was built by Ambrose K. Ely. Nos. 101 and 103 were erected in 1859 and A. K. Ely and Smith Ely, Jr., occupied the corner, where they have continued even up to the present time. In 1863 Mr. Ely built Nos. 97 and 99 in the same style as the two older ones. Walker & Bulkley (Evan Walker and Edward W. Bulkley) commenced as a firm in No. 99.

No. 93 was built by William B. Isham in 1857. Wm. B. Isham & Gallup occupied it for many years. No. 91 was built by Samuel Isham, an elder brother of Charles H. Isham, who owns it now.

The small store, No. 89, was leased in 1855 to Israel Corse. This, with the large stores in the rear, were occupied by the firms of Mr. Corse. After he retired from business Pickard & Andersen, hide brokers, took the front part of the premises.

The buildings Nos. 85 and 87 were built by Jacob Lorillard in 1835 and leased to Wm. P. Miller and George and James Brooks. Mr. Lorillard also tried to secure the corner of Gold and Spruce streets, but what he considered an exorbitant price was demanded and he dropped negotiations. A. L. Knight now owns that corner. On the southwest corner of Gold and Spruce streets is a two-story building used as a liquor store. Two stores below, Nos. 73 and 75 Gold street, are owned by Justus L. Bulkley.

The large building at the corner of Frankfort street, on the east side of Gold street, was occupied by a colored man named P. A. White as a drug store.

No. 98 was built in 1857 by George F. Gilman, a son of Nathaniel Gilman. He occupied it as a hide and leather store until about the time of the war, George F. Gilman died early in 1901, leaving a great fortune for lawyers to battle over. His father's will was in court for thirty years. An old paper, speaking of him, said of his store: "He occupied it in the hide and leather business until about the commencement of the war, when, finding the leather business dull, he commenced in the tea

trade, making this his warehouse. From here he removed his office to Front street, and became subsequently the proprietor of the Great American Tea Company and the Atlantic and Pacific Tea Company, having seventy-five different tea stores in various parts of the country, and his gorgeous six-horse trucks, with blazoned lettering, and splendidly caparisoned horses, bedecked with tinkling bells, are the admiration of all the small boys in town."

Edward McClellan, who married a daughter of Nathaniel Gilman, continued the leather business for some years afterwards at that place. He lives in Danbury, Conn., and his daughter, Caroline McClellan, now owns 98 Gold street, which has an ell running to 53 Frankfort street.

Nos. 92, 94 and 96 are owned by Ambrose K. Ely. This property, 209 feet deep, runs through to Jacob street and is 72 feet front on both streets.

The "Healy Building" standing at Nos. 88 and 90 Gold street, we have spoken of in our article on Ferry street.

The building No. 82 Gold street was erected by John Bolden in 1851 and occupied by him up to 1860. Henry Heyland, a calfskin dealer, owns it now. Nos. 78 and 80 were old dwellings, remodeled in 1861. Hurley & Miles, leather dealers, occupied them and William Miles owns them.

Nos. 72 to 76 (there is no 74) were built by Jacob Lorillard in 1845. Nathaniel Gilman & Sons first occupied these stores. Justus Bulkley is their

present owner.

The store No. 76 was sold at auction by the Lorillard estate in 1853 for \$25,000, John Watson being the purchaser. He sold it the same day to Jonathan Thorne for \$27,000.

Loring Andrews moved to No. 72 from Ferry street. He bought the property and built the large stores in the rear. Hoyt Brothers took these stores and now they are used for the business of the United States Leather Company.

No. 68 was built by John Watson for Robertson & Butman. Beyond this point no stores on Gold street have ever been used for the leather business.

#### SPRUCE STREET

It is only in times comparatively recent that Spruce street has been a portion of the New York leather district.

Three-quarters of a century ago many rich merchants had their homes in the vicinity of Spruce and William streets. Those who sent ships to South America procured return cargoes made up of the products of those countries, including dye woods, coffee and hides. The Whitlock family was famous in those times. William Whitlock was a sea captain, sailing out of New York in 1790. He lived at No. 31 Frankfort street, right in the "Swamp," until 1800, and then moved to a fine new house, No. 189 William, near Spruce. William Whitlock, Jr., built a residence at No. 187, next to his father's. He was the man that started the line of Savannah packets, about 1824. He was also in the Rio

Grande and La Plata trade. With his father, and Francis Depau, who built Depau row in Houston street, he established the Havre packets. One of them, the "Cadmus," brought out Gen. Lafayette in 1824. She was to sail from Havre with a full freight and a long list of passengers. All were patriotically sacrificed to make room for "The Nation's Guest," his suite and baggage. The "Cadmus" brought them all over and landed them at Staten Island. No compensation was asked. Lafayette returned Sept. 7, 1825, in a government vessel, named, in compliment to him, the "Brandywine."

The printers and publishers have always occupied the upper portion nearest Park Row.

Spruce street was laid out in 1725 and named George street in honor of King George of England. In 1820 its name was changed to Spruce street. In 1832 it was widened throughout its entire length at a cost of \$52,912.40. There were handsome dwellings on Spruce street in former years and William street in its immediate vicinity was a fashionable dry goods quarter.

The store, No. 16, was built by W. S. Miller for the business of Weller & Miller, an old-time findings house. J. H. Weller, of Yonkers, owns it. No. 20 was built by Robert Goelet for Shattuck & Binger.

The southeast corner of Spruce and William streets was first occupied for the leather business in 1857 by E. A. Smith & Bros. Edmund A. Smith



bought the building and his estate own it now. The adjoining store on William street was built in 1857 by Loring Andrews. This lot formed an ell with 26 Spruce street and in 1855 and 1857 Mr. Andrews built all the stores now standing on the south side from No. 26 to No. 42 inclusive. It was said that these cost \$18,000 to build.

The proprietor of the "New York Ledger" built a marble block on the northeast corner of Spruce and William streets, the lower floors of which were for a time occupied as leather stores. Next below is No. 29, a large and commodious structure built by E. Godfrey & Sons in 1863. It was sold in 1869 for \$100,000. The estate of Charles Hauselt is the present owner. No. 31 was built by Henry Bange in 1861. He was a leather dealer and afterwards a broker.

No. 37 was once owned by W. W. De Forrest & Co., who were large dealers in hides. Previous to 1850 they also had a hide warehouse in Ferry street at No. 20. In 1850 T. & R. Stout took the store.

No. 39 was built by Wm. P. Miller about 1840. William Sherwood and Elijah T. Brown (Sherwood & Brown) occupied the store from 1852 to 1860, when it was purchased by Henry Bucking for his sheepskin business. Charles J. Osborn, afterwards a rich stock broker, was a bookkeeper for Henry Bucking. No. 41 was built by Jacob Lorillard in 1835. It was then connected with Nos. 85 and 87 Gold street.

These streets comprise the New York Swamp.

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SEAL SKINS

From the years 1835 to 1845 fully 250,000 North and South Sea sealskins were tanned yearly and consumed in this country. Shoes were made from them. Hair seals were used in covering trunks. Most of these were prepared in the New York Swamp. These skins averaged in size eight square feet each. About 200,000 horse hides were imported yearly from South America and tanned. We have recommenced tanning horse hides during the past twenty years, but finishing seal skins seems to be a lost art here.

## ISRAEL CORSE AND FIRMS HE FOUNDED

A young tanner who came to New York from Chestertown, Md., in 1802 founded a house that continued more than eighty years with unvaried success. His name was Israel Corse. His parents were Hicksite Quakers, and he always held to that belief.

This story was told in Chestertown as illustrating his shrewdness when a boy. A thief came through the village one evening and stole a mare and her colt. As the man was riding off some persons gave chase, but he was fast getting away from them. "Catch the colt," said Israel Corse, who was one of the pursuers. That was done and the mare stopped. She would not go a step without her foal. When Mr. Corse was "out of his time" he married Lydia Troth. By her he got \$2,000, and after tan-



ning for some years, came to New York. He brought his shrewdness to a good market. He and his successors builded strong, and during all their long career never failed to discharge every obligation. He opened a leather store at 14 Jacob street in the midst of a lot of tanneries. He lived at No. 7 Vandewater street. The house is torn down. It was a swell front, brick mansion, in a fashionable street. Shade trees lined the sidewalks. The finest dry goods stores were in William street, handy by. Colonel William Kumbel and Shepherd Knapp lived in that house afterwards.

Israel Corse went into business with George Ferguson, afterwards a leather inspector. This lasted only a short time. In 1810 his son became a partner with his father and continued so until 1830, when the senior retired from business. The firm was Israel Corse & Son.

Mr. Corse built a fine mansion in East Broadway and moved there in 1820 from Vandewater street. There were marble pillars at the side of the door and marble steps led up to it. These were something new in the city. Mr. Corse had his teamster call for him, with the wagon the leather was hauled in, every morning at seven o'clock to take him to the store and in the evening he often rode back in the same conveyance. He used to wear the Friends' garb, now seldom seen, but there were several of this denomination among old leather merchants.

Israel Corse was famous for ridding New York

of the curse of lotteries. With a few others he fought this evil until a law was passed making the sale of tickets a crime. He was one of the first merchants to stock tanneries and sell the leather. When Jonathan Thorne, his son-in-law, joined the firm, in 1828, this was the first system he inaugurated. They ceased to be dealers and became tanners and merchants. The firm was changed to Jonathan Thorne & Co. in 1830. Barney Corse retired in 1833. He had to leave the trade and the city for his sympathy with abolition of slavery.

#### JONATHAN THORNE AND PARTNERS

A few years after this old Corse firm was changed to Jonathan Thorne & Co., his brother-in-law, Anson Lapham, joined it. This was in 1834. Mr. Lapham had been in the produce business. He brought money and a high grade of commercial knowledge to the firm. In 1840 Israel Corse, Jr., came of age and into the firm. Israel Corse, Sr., died in 1842. When young Israel joined the style was changed to Lapham, Corse & Co. to bring the names of the younger partners prominently before the trade.

In 1847 Anson Lapham retired. Jonathan Thorne and Israel Corse, Jr., made up a new firm. Ambrose K. Ely, who had been a clerk in the house since 1843; John Watson, former partner of Zadock Pratt, and Edwin Thorne, oldest son of Jonathan Thorne, were admitted, and the style changed to Thorne, Watson, Corse & Co. This

was known as the "long firm." They were a powerful combination of merchants and dominated the sole leather tanning business of New York. The firm broke up, however, in 1852. Israel Corse formed the house of Corse & Pratt. A. K. Ely did business alone, and Edwin Thorne retired with poor health. When the "long firm" dissolved, Jonathan Thorne, John Watson and Samuel Thorne, second son of Jonathan Thorne, formed the firm of Thorne, Watson & Co. They did business under that style ten years.

In 1862 George F. Butman took the place in the firm made vacant by the retirement of Samuel Thorne. The style was changed to Thorne, Watson & Butman. Mr. Butman was a son-in-law of Levi A. Dowley, a Boston leather dealer. He had been a partner with George Robertson and his son, Loring Andrews Robertson, in the firm of Robertson & Butman from February, 1857 to February, 1862. Jonathan Thorne and John Watson had contributed \$300,000 special. They occupied 68 Gold street. The Robertsons retired in 1862, when the firm dissolved by limitation, and Mr. Butman helped make up the house before mentioned of Thorne, Watson & Butman, which was dissolved by Mr. Butman's death, July 1st, 1864. He was highly esteemed as a merchant and everybody who knew him placed implicit confidence in his word.

On Mr. Butman's death the style of Thorne, Watson & Co. was re-assumed and continued while the seniors did business. Samuel Thorne was a member of his father's firm. E. H. K. Belcher

joined in 1864. Henry Emerson in 1875. Both had been clerks in the house.

In 1879 Jonathan Thorne and John Watson retired and were succeeded by Belcher & Emerson, with John Watson as special partner. Jonathan Thorne died October 9th, 1884, aged 84 years.

Jonathan Thorne was a tall, stately gentleman with a bland and aristocratic manner. He was in the dry goods business before he entered the leather trade. He inherited, in 1844, his father's farm in Washington, Dutchess County, N. Y. . He added adjoining acres and began to make improvements on it for his family occupancy. He named the place "Thornedale," and stocked it with the choicest cattle the world could furnish. He sent an agent to England in 1855, commissioned to get the best Durham shorthorns money could purchase. He obtained a number from the celebrated "Bates herd." For the bull "Grand Duke" he paid £1,000, and for "Dutchess" cows £600, and similar prices for others. This herd made Thornedale farm a noted place to stock raisers. The celebrated stallion Thornedale, the winner of many prizes, was bred and raised on this farm.

Jonathan Thorne's sons always managed the farm. It was the summer home of the entire family. Samuel Thorne, the second son, was the first in charge of the farm. He procured some of the famous cattle that gave the place such a great name. Samuel Thorne was a member of the firm of Macfarlane & Thorne, putting in a special capital

for a time, and afterwards had special capital with Keese & Thorne and William Palen. Samuel Thorne bought an estate adjoining Thornedale and lives there.

When any of Jonathan Thorne's sons were married their father always gave them a silver set or its equivalent in money. Samuel Thorne married a Miss Van Schoenhoven, of Troy and Fifth avenue, New York, a step-daughter of Joel Wolfe. He chose a silver set, and the service presented to the bridal couple was ornamented with massive bull's heads, as he was the "farmer" of the family.

Edwin Thorne, oldest son of Jonathan Thorne, was a clerk in his father's store in 1843; a partner in 1847. He retired in 1863, and from that time to 1867 was a special partner in Keese & Pearsall. Then he left the Swamp and founded the Wall street firm of T. W. Pearsall & Co. Mr. Thorne married a sister of T. W. Pearsall. He was a director and president of the New York State Agricultural Society and director in the American Exchange Bank of New York. He took Thornedale. He had previously bought the bull "Grand Turk" for \$5,000 and given it to his brother Samuel. The farm became famous for raising stock after Edwin Thorne took it. He bred fast horses. Edwin Thorne died in 1889, aged 63 years. His son, Oakley Thorne, owns Thornedale now.

As Mr. Thorne wanted all of his sons to follow the leather business he formed the firm of Macfarlane & Thorne, putting in a special capital \$100,000. James Macfarlane was an experienced

and able leather merchant, formerly of Van Woert & Macfarlane. With him Jonathan Thorne, Jr., was associated. This was in 1864. In 1866 Samuel Thorne became a partner, and the firm changed to Thorne, Macfarlane & Co. In 1869 Samuel retired and William Thorne took his place. Thorne, Macfarlane & Co. owned tanneries at Laporte and Thornedale, Pa., and had large tracts of hemlock timber lands. They tanned mostly for European markets. The firm merged in the United States Leather Company in 1893.

George W. Thorne was the youngest son of Jonathan Thorne. When he was twenty-one years old he formed the firm of Keese & Thorne, which did business from 1870 to 1877. Samuel T. Keese was the partner. After this firm dissolved George W. Thorne transferred the tanneries he owned to Barnes & Merritt, with whom he arranged a special partnership to last until 1884. He then went on a voyage around the world for his health, but returned and died in 1883. He had left a power of attorney with Adam Ramsay McCoy, which was renewed by his executors, and \$200,000 placed at his disposal as special capital, with the privilege of placing the business to the best advantage. He turned it over to Barnes & Merritt and remained with them to manage it until 1893, when he died.

John Watson was well known in the Swamp for fifty years. In 1830 Mr. Watson went to Prattsville and commenced tanning sole leather with his brother-in-law, Zadock Pratt. In 1846, with a capi-



tal of \$100,000 he came to New York and on February 1st, 1847, joined with Jonathan Thorne in business.

Colonel Watson was a Member of Assembly for Greene County in 1837. He was Colonel of the Prattsville Guards at the time. He was a lover of horses, and at his place near Orange, N. J., had some fine trotting stock. He gave freely in charity to indigent members of the leather trade. He died June 13th, 1891.

E. H. K. Belcher came to New York from Newfoundland. He was a bookkeeper for Thorne, Watson & Co. in 1857, and a member of the firm from 1864 to 1880, when it dissolved. Mr. Belcher is manager of the John Watson estate.

Henry Emerson came from Haverhill, Mass., and entered the employ of Thorne, Watson & Co. He was admitted as partner in 1875. In 1880, with E. H. K. Belcher, he formed the firm of Belcher & Emerson. John Watson was special partner for \$100,000. This continued to 1890. Henry Emerson did some hide business after that, but he died January 8th, 1892.

#### CORSE, PRATT & CO.

When Israel Corse left the "long firm" in 1852, as hereinbefore stated, he took George W. Pratt as a partner and formed the firm of Corse & Pratt. In 1859 Edmund Thompson, the bookkeeper, was admitted, and the style changed to Corse, Pratt & Co. This firm prospered, but was dissolved by the

death of Colonel George W. Pratt, who went to the war in 1862. A new firm was formed by the admission of James Knox Polk, a nephew of Israel Corse and also of ex-President James K. Polk. This house, known as Corse, Thompson & Polk, continued until 1872. Then Mr. Corse retired from business. Mr. Polk went to Connecticut, and Mr. Thompson did a small business in hides. All the partners are dead. Israel Corse died at his summer residence, Sayville, L. I., July 13th, 1885. Mr. Corse was one of the oldest directors of the Phoenix Bank, the New York Marine Insurance Company, a director in the Clinton Insurance Company, and active in various public institutions.

#### GIDEON LEE AND PARTNERS.

The name of Gideon Lee was perhaps more widely known than that of any other merchant of his time. He stood in the front rank as a leather merchant. He was the Mayor of the Metropolis for a term, a great honor in his day, and he was a leader in national councils, where he served with high repute and undoubted integrity. The house he founded was prominent in the Swamp for almost a hundred years.

Gideon Lee learned to tan leather and make shoes in Amherst, Mass. He was born there in 1785. In 1807 he came to New York and worked one year selling leather for William Edwards, a tanner of Northampton, Mass. His salary was \$1,000 a year. In 1808 he went in business for him-



self in a two-story yellow frame building,  $25 \times 15$ , at the northeast corner of Ferry and Jacob streets. He named this store "Fort Lee." It was the largest in the Swamp at that time. He lived at 37 Frankfort street. Here he laid the foundation of his fortune, and in 1815 he purchased the land 28 feet front, numbered 20 Ferry street, running back to Beekman, where it was 70 feet wide. He sold part of this and bought of David Bryson two adjoining lots on Ferry street. He built a two-story brick building here, but in 1820 erected the large stores which stand on the site and for more than half a century were known as the Lee stores. These were occupied until 1893 by his successors.

In 1817 Mr. Lee formed the first joint stock company to tan leather. It was named The New York Tannery Co., capital \$60,000. The members were Gideon Lee, Cunningham & McCormick, William Bayard, Herman LeRoy, of New York, and Joseph Xifre, of Cuba. Each man held \$10,000 of the stock. They bought 1,200 acres of land in Hunter, Greene County, N. Y., and put down a tannery capable of producing 10,000 sides of hemlock sole leather a year. Five thousand La Plate hides were tanned the first year and the first leather came to New York in the autumn of 1818.

The tanners were Wm. Edwards & Son, and the tannery was the first one under cover in the United States. In 1819 Mr. Lee took Shepherd Knapp, who had been his clerk for four years, as a partner. The firm was Gideon Lee & Co. They built brick

storehouses in the village of Catskill, where leather was stored in winter and sent to New York when navigation opened.

Several well known Swamp merchants were graduates from the office of Gideon Lee & Co. Among them were George and William Palen, Austin Melvin, Wm. B. Ishani, Isaac H. Bailey, John W. Stout and others.

The early business of the house was purchasing and selling all kinds of hide and leather. This branch was more immediately under the supervision of Shepherd Knapp, and he made frequent visits to Massachusetts to purchase supplies of sole leather, dealing with Joseph Southwick, father of Philip R. Southwick; Tufts, of Charlestown; Winslow, of Roxbury, and other well known tanners. A little later the firm dealt wholly in sole leather and hides. The sales of the house from 1825 to 1830 were in the neighborhood of half a million of dollars, and this increased until 1838, when they sold the round sum of two millions of dollars worth of hides and leather. Their customers were from New England, New York State, Pennsylvania and Virginia, the Carolinas and other Southern States used to be a market for heavy leather suitable for negro brogans. Usually, sales were on six months' credit.

During the last ten years of their business career, the firm held regular auction sales every fortnight, selling their own leather and that of other houses. They were largely engaged in stocking tanneries with hides and selling the leather on commission.

The first stock of hides ever put in by Zadock Pratt were furnished by Gideon Lee & Company.

The contracts with tanners at that period obligated them to pay a charge of five per cent. for the purchase of hides, and the dealer received the same back in leather, for the sale of which four per cent. was charged, with an addition of two per cent. guarantee. The only property the tanner held in the leather was the gain. The operations of the firm of which we write were very extensive, and often from two to three hundred thousand sides of leather would accumulate on their hands in dull times.

In 1837-8 leather was not selling and money was tight. Lee & Co. made arrangements to borrow in Boston, partly from Ebenezer Francis, \$100,000. Leather was the security. It was sent to Boston, stored on Long Wharf, and Mr. Francis held the key. He got eight per cent. interest on the loan. A few months thereafter trade revived and the firm began to get offers for their leather. Mr. Lee sent his son-in-law, Charles M. Leupp, to Boston. He reported that leather was going up rapidly and customers were anxious to buy, but he would not sell until a higher price was reached. Mr. Lee said, "The time to sell is when customers want to buy." He told Knapp to go to Boston and sell that leather. The firm held 170,000 sides in New York and Boston. Mr. Knapp left by stage for Boston. He went down on the wharf on the morning of his arrival and met members of the trade returning angry,

because they could not get to see the leather. He turned them back, opened the doors, ticketed the stock and began to sell. In a few days all had been sold and a good profit realized. Leather declined shortly thereafter, but the firm were saved from loss.

Gideon Lee and Shepherd Knapp both retired from business in 1839. Gideon Lee was a Member of Assembly in 1822. Served as Alderman for a few years, and in 1833-4 was Mayor of New York. He declined a re-election. In 1835 he was president of the Shoe and Leather Manufacturers' Bank. For about four years he was a representative to Congress at Washington, and in 1840 was chosen Presidential Elector, and voted for William Henry Harrison. He bought an estate in Geneva, N. Y., and spent the last years of his life there. He died in August, 1841.

Mr. Lee was of medium height, rather spare and very aristocratic in appearance. He used to ride down town from his residence in Bond street, mounted on a handsome black horse, which went prancing into his stall at the rear of the Ferry street stores. While Mr. Lee was connected with the City Government he gave \$500 to every school house that was built, to be used for purchasing library or scientific apparatus.

Shepherd Knapp, who was connected with Mr. Lee as clerk and partner, twenty-seven years, was born in Cummington, Mass., in 1795. Gideon Lee married his cousin. In 1817 Mr. Knapp came to

New York and entered his employ.

In the spring of 1819 the offer of a partnership was made to Mr. Knapp, and the firm of Gideon Lee & Co. dated from that time and continued



SHEPHERD KNAPP.

twenty years. The original arrangement was for fifteen years at an interest of one quarter of the profits for the first five years, one third for the next and a half interest for the last five years. This latter ar-

rangement continued for ten years, or until 1839, when both of these gentlemen retired from the leather business with ample fortunes.

Mr. Knapp was married in the spring of 1820 to Miss Catherine Louise Kumbel, a sister of Colonel William Kumbel, who was for over fifty years a prominent merchant in the Swamp.

Shepherd Knapp was appointed a director in the Branch Bank of the United States in 1832. In 1838 he was chosen president of the Mechanic's Bank and held the office more than thirty years. He was for some years Chamberlain of New York City and a pension agent from 1838 to 1843. He was a president of the Fidelity Insurance Company. He lived at Washington Heights.

Mr. Knapp was a notable man, of full size, and in his later years his hair was white as snow. A shoe manufacturer, who saw him for the first time, said on leaving the store, "If Shepherd Knapp is not an honest man, then God Almighty does not write a legible hand." Shepherd Knapp died December 22d, 1875.

When Mr. Lee and Mr. Knapp retired the firm was changed to Lee & Burke.

Mr. Lee's share was \$450,000, Mr. Knapp's \$200,000, which was withdrawn, but they made up a special capital of \$150,000 for the new firm. David Williamson Lee, son of Gideon Lee, had been admitted; George G. Smith was a partner, but he was lost in the Arctic in 1854.



Lee & Burk was changed to Charles M. Leupp & Co. in 1843. In 1846-7 their capital was impaired, but they made money after that and went through the panic of 1857 unharmed. They were the first house to send leather to Europe. It was in 1844 when the ship Montreal took 500 sides of Buenos Ayres over-weights tanned by Zadock Pratt. They also sent oak sole later, but the business was neglected thereafter and this firm never resumed it.

In 1859 the firm entered into a disastrous speculation. Zadock Pratt and Jay Gould were associated in the tanning business under the firm name of Pratt & Gould. They built a tannery at Gouldsboro, Pa. Corse & Pratt, of New York, stocked the yard and sold the leather. They became dissatisfied and urged Zadock Pratt to sell out. He sold to Charles M. Leupp & Co. for about \$150,000. The new owners filled the tannery with hides and accepted Jay Gould's notes for them until they were involved to an alarming extent. It preyed upon Mr. Leupp's mind and on October 5th, 1859, he shot himself with a fowling-piece and ended his life. He had lost all his property, except about \$30,000, which was saved out of the wreck and inherited by his three daughters. He built at a cost of \$90,000 the house at the southeast corner of Madison avenue and Twenty-fifth street. Here he had cultivated his love of literature and the fine arts, of both of which he had become a liberal patron. He possessed a large and well selected library.



Some of the best pictures of our most eminent landscape artists, as Cole, Durand, Kensett and others of kindred excellence, graced his walls—upon which, also, were represented the works of many of our first portrait painters, as Inman, Ingham, Elliott, Gray, Page, Hicks and others.

#### JAY GOULD'S BATTLE.

This was an exciting episode in the leather trade. D. Williamson Lee, surviving partner of Chas. M. Leupp & Co., went to Gouldsboro in March, 1860, and took possession of the tannery there, leaving twenty men in charge. Jay Gould, who claimed it, gathered a force of 200 men to dispossess Lee. They met at the tavern on the morning of March 6th, and after refreshments furnished by Gould had been partaken of, they rushed down to the tannery firing pistols and charged through the leather lofts, driving the custodians into the woods. Shots were exchanged, four men were wounded, but no lives were lost. Surgeons were kept busy at the hotel binding up the wounds of the contestants. The matter was afterwards settled in court, but meantime the tannery was sold to Wm. Creighton Lee.

#### LEE & COMPANY.

The youngest son of Gideon Lee was William Creighton Lee. He commenced tanning at an early age. When Chas. M. Leupp & Co. went out of business he took the store 20 and 22 Ferry street, which his father had built, and continued in the leather business. H. D. H. Synder, a Greene

County tanner, was his partner. The old sign of Gideon Lee remained over the store all the time the son was there. Mr. Synder left the firm in 1871. Charles H. Lee and Gideon Lee, sons of W. Creighton Lee were taken as partners. R. J. Hutton came in the firm in 1882. G. Lee, Jr., died May 3d, 1886. In 1893 they sold the Cedar Run and Gains tanneries to the United States Leather Company. Wm. Creighton Lee died February 15th, 1897. His son, Charles H. Lee, is a director and hide buyer for the leather company. He resembles his illustrious grandfather in more ways than one. He lives in Gramercy Park with his wife and six children, four boys and two girls. The record of the Lee family for almost a century has been kept high up among the noblest of the trade.

#### JACOB LORILLARD.

Some one has said that there never was a poor Lorillard. The family are chiefly known as successful tobacconists, but in the last century a Lorillard was a tanner in New York, and his younger brother and apprentice, is the subject of this sketch. Jacob Lorillard grew up to be one of the richest men in the leather trade. He began business about 1800 with \$3,000, most of which was a loan from his two brothers. In 1812 he lived at No. 14 and his store was No. 16 Ferry street. Mr. Lorillard stocked many tanneries, that is, furnished the hides to tan on contract. He went to Northampton, Mass., early in the present century to see the new



JACOB LORILLARD.

sole leather roller invented by William Edwards. Looking at it he said: "It covers a multitude of sins," and ordered several for his tanneries. This rolling machine (the same now in use) and the bark mill invented by William Tobey, of Hudson, N. Y., about the same time, were very valuable improvements in sole leather tanning. In 1820 Mr. Lorillard paid taxes on \$600,000 worth of property. He was president of the Mechanics' Bank for many years. He owned 109 valuable lots of real estate, of which several were in the Swamp. When he re-

tired from business in 1834 Gideon Lee and other merchants in the Swamp went to his house, corner of Hudson and Laight streets, and presented him with a solid set of silverware suitably inscribed. He died September 30, 1838, and left four daughters, but no son to perpetuate his name. In 1830 Jacob Lorillard built the store standing now on the north-west corner of Ferry and Cliff streets. It was far superior to any other on the street and competition arose among merchants to hire it. Sealed proposals were made. Smith & Schultz bid \$1,001 a year for a five years lease and secured it. It was a large rent for that time. At the opening there was an auction sale of leather. Many tanners contributed from their stocks. Jacob Lorillard put in a large consignment, and champagne lunch was provided. Several swampers got exhilarated and bought more leather than they put in the sale and Mr. Lorillard was among the number.

#### WM. KUMBEL.

The pioneer in the manufacture of leather belting was a genuine swamper. He was born at 312 Pearl, opposite to Ferry street, in 1790. He learned to curry leather with Cunningham & McCormick. Hugh McCormick married his sister. In 1810 William Kumbel went into the leather finishing trade. He was located at 33 Ferry street during most of his business career. In 1836 he made the first leather belt made in America. Very little belting was used here then. There was not a stationary engine in New York at that time. The demand grew, how-

ever, and for ten years Mr. Kumbel was the only man to supply it. He also curried seal skins and trunk leather. In 1850 he sent the first leather belt to California. He died in June, 1866. A son, Peter E. Kumbel, succeeded him, but the business was soon discontinued. William Kumbel was Colonel of the 11th Regiment, N. Y. V., afterwards changed to the 7th Regiment. Colonel Kumbel always took an active interest in this organization.

Colonel Kumbel was tall and erect, with a military bearing. He usually wore a cloak. Toward the last days of his life he was noted for his long white hair and quick walk. He showed few marks of age.

A history of early Swamp merchants would not be complete without mention of the

#### EVERIT FAMILY.

Thomas Everit engaged in the hide business and tanned leather in Brooklyn in 1795. He visited the Swamp every morning to buy or sell. An older son joined him in business, but died, and in 1813 another son, Valentine Everit, came in the firm, which was known as Thomas Everit & Son. Valentine Everit succeeded to the business and built the store 32 Ferry street in 1825. The family did business there about fifty years. The firm was V. Everit & Co. This was changed to Hyde & Everit, Isaac Hyde becoming a partner. Sons of Mr. Everit, Richard and Thomas Everit, were in business here for several years. John Hopkins came with them and the firm was Everit & Hopkins, with

Valentine Everit as special partner for \$20,000. In 1874 Everit & Chapman succeeded, and when Valentine Everit died, in 1877, the firm became Thos. Everit & Co. They have discontinued business.

#### A GROWING TRADE.

As the leather business was very profitable, many tanners sent their sons to New York to learn of its financial side. Some tanners who had accumulated money in the industry embarked in the commission business, and in the early days many of them made fortunes.

Before the railroad was built to Albany no leather came to New York after the North River froze up in the winter. Massachusetts manufacturers bought leather in Albany and Troy and took it on sleds over to Worcester County, where it was cut into boots. Friend Humphrey, of Albany, and Elias Plum, of Troy, made fortunes in selling leather when New York was closed to trade.

From 1820 to 1850 tanneries up the State increased rapidly. Every owner of a thousand or ten thousand acre tract of hemlock land could build a tannery, get a few skilled workmen from Massachusetts and find a Swamp merchant who would stock him with hides. The growth of the business is shown by the returns of

#### LEATHER INSPECTION.

as follows in New York:



1827.....	265,000 sides.
1837.....	665,000 sides.
1847.....	1,168,000 sides.
1857.....	3,248,000 sides.
1867.....	4,420,000 sides.

This leather was tanned in Greene, Sullivan and Delaware Counties. All leather sold in New York had to be inspected. Sworn inspectors did the work, and the "Inspection Law" was rigidly enforced. In fifty years all the bark was used and as the hemlock does not reproduce itself, there is hardly a tree of that species now in the Catskill region.

#### SWAMP, 1820 TO 1840.

Among the old Swampers in early times there was a degree of intimacy which did not exist later. They were brought together by business and social ties. They lived in the Swamp or on its borders. Jonathan Thorne, Loring Andrews, Colonel Wm. Kumbel lived on Cliff, near Frankfort street. Mr. Thorne's house of yellow brick was noticeable for its front door, with polished brass knocker, surmounted by a bull's head. Jackson S. Schultz lived in Cliff near Ferry street, where he was married to Miss Chichester, daughter of Abner Chichester, a rich Pearl street dry goods merchant, who owned much property in that neighborhood. All these merchants exchanged visits in a democratic way and none of them thought of keeping a carriage.

It was a time of special partnerships. The leather magnates started their clerks or relatives in



business with anywhere from \$10,000 to \$100,000 as special capital. Most trades were made on six and eight months' time, and there was a good deal of borrowing, note shaving and some "kiting." The "special partners" got 7 per cent. interest for their investment, besides a share, as agreed upon, of the profits. It was a lucrative arrangement for them when judiciously placed.

During the winter very few sales were made. Tanners sent their leather down the North River as long as that waterway was open to traffic. The hemlock sides in the late autumn were hurried through and often short tanned, so eager were the owners to get them to market. When stocks were small and prices advanced tanners would come down from the Catskills with large sled loads of leather and there was excitement in the Swamp. Before the railroad was built, leather was sent to Massachusetts in schooners, not rolled up, but piled on deck or in the hold. Boston harbor was always open and the warehouses on Long Wharf sometimes contained as much leather as there was in the Swamp.

In dull seasons and in winter chequers was a favorite game. Some merchants were expert players. The headquarters for chess was in the office of T. & R. Stout; also, and earlier, in that of Austin Melvin. Mr. Melvin was a strong player, but sometimes he would get excited and move two men, one in each hand. Wm. Bullard, Thomas Fraser and J. V. Van Woert were good players.

Peter Cooper was a familiar figure in the Swamp.

He came into the stores about New Years with a check book and paid for the glue stock the merchants had sold him.

During the winter of 1847-8 prices advanced and all the leather that could be moved was brought down the North River on sleds. Colonel Zadock Pratt came into the Swamp behind four gray horses with a very large sled load of sole leather all the way from Prattsville. The Mexican War had stimulated the demand. Hides had been cheap for some time previous and as much as eleven cents a pound was realized for tanning. The California fever kept the excitement up for a time, after 1849.

#### ECLECTIC FRATERNITY.

In 1837, or thereabouts, there was founded the Eclectic Fraternity, a literary society which became somewhat famous during the few years it existed. The preamble of its Constitution described it as having been formed "for the purpose of mutually aiding each other in mental cultivation." They had a library and reading room in the Swamp (No. 30 Ferry street). In the winter they had lectures. Gideon Lee delivered two on tanning, which were published. In a book containing the By-Laws and a list of names of the members, there are sixty-seven set down as belonging to it in 1840. Among them were the following young men connected with the leather trade, either as clerks or junior partners.

Nicholas Carroll, with Gideon Lee & Co.; Jo-

seph E. Bulkley, with Thomas Pritchett; James R. Smith, morocco manufacturer; Edwin R. Tremain, with V. Everett & Co.; Edwin Smith, Perry, Smith & Brown; Elijah T. Brown, Perry, Smith & Brown; Jackson S. Schultz, John V. Van Woert, James Kerrigan, Jr., M. S. Kerrigan, Frederick Fawcett, Henry E. Shackerly, with Wm. Kumbel; Charles Lockwood, with H. & G. Brooks; John Westervelt, Peter E. Kevan, John Armstrong, Matthew Armstrong & Sons; Henry J. Brooks, William Miles, Thos. Smull & Co.; J. T. Trotter, Cyrus W. Field and Daniel C. Robbins, of McKesson & Robbins, were members.

#### HORTONS AS TANNERS.

The first of the Horton family to come to this country from England was Barnabas Horton, who landed in 1638. About 1640, with Rev. John Davenport, he went from New Haven to the eastern part of Long Island and founded the town of Southold. A kettle is still owned by a member of the family and called "Uncle Barney's money pot," which, tradition says, he brought from England "filled with gold and silver." The house he built was torn down in 1880. It had then stood 220 years. The pot of money has increased with the family, many thousand fold.

#### THE PIONEER TANNER.

Stephen Horton was the first tanner in the family. In 1760 he laid down a tannery at Yorktown, N. Y. He tanned upper leather, as sole leather was at

that time all imported from England. He died in Yorktown in 1814. The successor of Stephen Horton in the tanning business was his son, Hon. William Horton. He went to Stephentown, but about 1789 moved to Colchester, N. Y. Here he built a tannery and produced the first sole leather ever made in Delaware County. He also built saw and grist mills. Delaware County was afterwards one of the greatest leather producing sections of New York State. Jay Gould was a surveyor there and wrote a "History of Delaware County." William Horton served several terms in the New York Legislature. He was also a President Judge of the county. He died in the eighty-eighth year of his age.

Isaac Horton, son of William Horton, continued the tanning business and laid down a yard at Liberty Falls, N. Y. In 1867 there were ten of his children and thirty-seven grandchildren living. His children all lived to maturity. It was in this family that the tanners increased. His sons laid the foundation of the hemlock sole leather business of America and made their product famous all over the globe.

These were the names of his children :

#### ISAAC HORTON'S CHILDREN.

- Homer, born 1809; married Jane Davidge.
- Ray, born 1811; married Martha A. Radeker.
- James, born 1813; married E. A. Clements.
- Charles, born 1815; married Betsy Grant.
- Esther, born 1817; married Nath. Gildesleeve.

Clarissa, born 1819; married John C. Smith.  
Ovid, born 1821; married Catherine Holliday.  
Annis, born 1824; married William Gurd.  
Webb, born 1826; married Eliz. A. Radeker.  
Emily, born 1829; married Nich. M. Young.

Some of the sons of the first Isaac Horton were tanners and the daughters, all but one, married tanners. Isaac Horton built two grist mills and other buildings for industries at Liberty Falls. He died in May, 1855, aged 75 years. He was among the first to send leather to New York for sale.

Homer Horton, oldest son of Isaac Horton, was a tanner at Callicoon, N. Y. His sons rose to be at the head of their profession as sole leather tanners. All of his daughters married tanners. The names of his children were:

Walter Horton, born 1832.

Lucien Horton, born 1836.

Elizabeth Horton, married Wm. McNair in 1855.

Rachel Horton, married John McNair, 1861.

James Horton, born 1849.

Isaac Horton, born 1852.

Sarah Horton, born 1855; married Lorenzo R. Johnson.

Walter Horton, eldest son of Homer Horton, was, in his lifetime, the most prominent member of the great tanning family. He learned the trade with his father. He then worked three years for Allison, Davidge & Co., at Hancock. In 1856 the firm of Allison, Crary & Co. was formed at Hancock, N. Y., and Walter Horton became a partner.

In May, 1862 the tannery and bark piles were destroyed by fire. There was little insurance. The firm made an arrangement with Bullard & Co., of New York, and the tannery was rebuilt. It so happened that a stock of hides and the leather in the vats was saved. The price of leather advanced in the next two years from about 18 cents to 50 cents a pound and the business was very profitable.

In 1864 Walter Horton went to Sheffield, Pa., and always resided there. His uncle, Webb, went with him. They bought a great tract of land. Webb and Walter Horton sold an interest to H. H. Crary and the firm of Horton, Crary & Co was formed. They built the Sheffield tannery, bored gas and oil wells and were very successful in their operations. They also did a lumbering business. Horton, Crary & Co. bought an interest in the tannery of J. F. Schoellkopf & Co., in Sheffield. Walter Horton was a tanning king. He was a partner in Horton, Crary & Co.; Schoellkopf, Horton & Co.; John McNair & Co., of Sheffield; Forest Tanning Co., of Brookston; G. & I. Horton, of Arroyo; H. H. Crary & Co., Westfield; Walter Horton & Co., Harrison Valley, Pa.; and James Horton & Co., Salamanca, N. Y. These firms in nine tanneries produced 4,000 sides of hemlock sole leather daily. It was sold until 1893 by the commission house of Walter Horton & Co., Boston. Walter Horton was president of the Tionesta Valley Railway, which ran through a hemlock bark region seventy-five miles. He had the family taste



for travel and visited Europe, Mexico and every section of his own country. He died in Philadelphia January 31st, 1891, at the Lafayette Hotel, where he was under medical treatment. His only child, Myra, married Louis Schoellkopf, son of J. F. Schoellkopf, of Buffalo, N. Y.

Lucien Horton, second son of Homer Horton, commenced tanning at Lake Como in 1860 with John Davidge. They named the town after the famous Italian lake, as it stood on a similar body of water. Mr. Horton and partners also built tanneries at Berkshire and Newark Valley about 1864. Lucien Horton was a member of the firms of Allison, Davidge & Co.; Davidge, Horton & Co., and Davidge, Landfield & Co., at Lake Como, Berkshire and Newark Valley, and that of Davidge & Co., of English Centre. He was a man of commanding form and possessed eminent social and business qualities. He lived at Berkshire. He was a member of the Board of Supervisors of the town and was offered the Congressional nomination, but declined it. He died November 11th, 1892. One of his sons, Charles Sumner Horton, is president of the Union Tanning Company, and another, Roy Horton, is superintendent of tanneries.

Elizabeth, eldest daughter of Homer Horton, married William McNair in 1855. Mr. McNair went to Sheffield in 1865 with Webb Horton, Walter Horton and other members of the family. He was a practical tanner, a member of the firm of Horton, Cray & Co. He died in Sheffield in 1876.



William McNair had three daughters. The eldest, Jennie, married Lane B. Schofield, formerly of Walter Horton & Co., now a member of the banking house of Schofield, Whicher & Co., Boston. Mr. Schofield owns an estate at Newton and indulges his tastes as a gentleman farmer.

Rachel B. Horton, second daughter of Homer Horton, married John McNair, who began business in Callicoon, N. Y., as a lumber merchant. In 1870 he went to Sheffield and formed the firm of John McNair & Co., with Horton, Cray & Co., and C. W. R. Radeker as partners. He engaged in the tanning business and learned the art with Horton, Cray & Co., and with them built the Tionesta tannery, which he took charge of. He continued tanning and lumbering until the business was merged in the United States Leather Company.

Sarah Horton, youngest daughter of Homer Horton, married Lorenzo Johnson. His father, James Johnson, was a tanner at Denning, N. Y., and his grandfather, James Johnson, first tanned sole leather at Neversink, Ulster County, more than half a century ago. Lorenzo Johnson is general superintendent of tanneries for the United States Leather Company.

James Horton, third son of Homer Horton, is president of the United States Leather Company. He is a practical tanner. He began his career with Allison, Cray & Co. Then he went to Westfield, Pa. He was best known as the proprietor of the

Westfield and Harrison Valley (known as the Cowanesque), and Salamanca, N. Y., tanneries, large and finely appointed sole leather yards. James Horton is at the head of the largest tanning organization ever known. The company owns more than a hundred tanneries and have a capital equal to \$124,000,000. Mr. Horton, its president, is, of course, a very busy man, but he possesses in full measure the Horton executive ability. The company has prospered exceedingly and twice increased its dividends since Mr. Horton took charge of it. He was, on February 28th, 1901, re-elected for the fourth time as its president. James Horton married Wilhelmena Garritt, sister of Wm. Henry and Walter G. Garritt, both tanners. Walter G. Garritt is a member of the Executive Committee of the company and is located in Boston. Two sons of James Horton, W. G. Horton and Sidney Horton, are tanners.

Isaac Horton, youngest son of Homer Horton, learned the trade of his father. He became a partner in Horton, Crary & Co. and Horton, Johnson & Co., Kellettsville, Pa., and was connected with the Sheffield tanneries. He was vice-president of the Penn Tanning Company. Isaac Horton was an energetic, active man, well beloved and highly respected. He died in Sheffield, September 9th, 1899, aged 48 years.

These were the sons and daughters of Homer Horton. His wife, Jane Davidge, belonged to a famous tanning family. Her brother, John Dav-

idge, was a tanner. With H. H. Crary he built the tannery at Sands Creek, near Hancock, in 1849. With Lucien Horton he built the Lake Como tannery and settled and named the town. In 1865 he sold to A. E. Babcock and engaged in tanning at Berkshire, Tioga County, with his eldest son, James Davidge, and Lucien Horton as Davidge, Horton & Co., and later with Geo. H. Allison and Jerome B. Landfield as Davidge, Landfield & Co. These firms owned the Berkshire, Tioga and Maine tanneries. John Davidge died in 1880.

James Davidge, eldest son of John Davidge, was superintendent of the Berkshire tannery. He was able and successful in his calling and one of the originators of the United States Leather Company. He was a member and officer of the Presbyterian Church in Binghamton, where he resided for many years. He owned and developed timber and mineral lands in West Virginia and North Carolina. He was a director in the Binghamton Sugar Beet Company. He died August 22d, 1898. His son, John M. Davidge, was with the United States Leather Company.

Of the other sons of John Davidge these are connected with the United States Leather Company:

Sherwood B. Davidge, superintendent of the Newark Valley and Berkshire tanneries. An excellent man and a thorough practical tanner.

Edson G. Davidge, a director in the company and purchaser of supplies.

Samuel P. Davidge, director in the company and

manager of export and sales department.

- Gifford G. Davidge, in the sales department.

Horace H. Crary was a prominent tanner. He married Polly Burr. She was an aunt of the Davidge family of tanners. Her sister, Eunice, married John Davidge; another sister married Lucien Horton. Mr. Crary started tanning in 1850 as a member of the firm of Allison, Davidge & Co.; this was changed to Allison, Crary & Co., and later to Crary Brothers. They tanned at Hancock, N. Y. He was also a member of the firms of H. H. Crary & Co., Westfield; Walter Horton & Co., Harrison Valley; James Horton & Co., Salamanca, N. Y., and a partner in all the sole leather tanneries at Sheffield, Pa. All his interests were transferred to the United States Leather Co. in 1893 and he retired from business. He died in Binghamton, N. Y., June 11th, 1898, aged 74 years.

One son, Calvert Crary, married a daughter of James Horton. He is with the United States Leather Company in Boston. A cousin, Roscoe Crary, is manager of their Chicago store.

Jerry Crary was the youngest brother of Horace H. Crary. He enlisted in the war and was wounded in the battle of Resaca, Ga., in 1864. He returned home and engaged as book-keeper for Horton, Crary & Co., and later was taken in the firm. In 1881 Jerry Crary, with his partners, drilled and struck oil about three miles from Sheffield on land owned by Horton, Crary & Co. Subsequent drilling developed large quantities of oil and made their

lands, after being stripped of timber, a new source of wealth. Jerry Crary is a director in the United States Leather Company, and was president of the Penn Tanning Company.

James Horton, third son of Isaac Horton, was not a tanner, but his son, Arthur Horton, was brought up to the business and is with the United States Leather Company at the Paw Paw tannery.

Charles Horton, the fourth son of Isaac Horton, was the first of his sons to learn the tanning trade, which he did with Sherman H. Case, notable as one of the most skilful sole leather tanners of his time. He was the first to unhair by sweating.

In 1844 Charles Horton bought Mr. Case's interest in the Liberty tannery, which was thereafter carried on by the firm of Gildersleeve & Horton. Nathaniel Gildersleeve, his brother-in-law, was his partner. Charles Horton built the North Branch tannery at Callicoon in 1849, in connection with his uncle, Charles Knapp, who was a banker. In 1854 he built the Narrowsburg tannery in Wayne County, Pa., with his brother, Webb Horton. Then with his cousin, George E. Knapp, he bought the Stevens tannery at Cochection Centre, Pa. In connection with his brother, Webb Horton, and his nephew, Walter Horton, property was bought at Sheffield with the idea of building a tannery there, but Charles Horton sold his interest to Webb and Walter Horton, who afterwards, with H. H. Crary and Wm. McNair, formed the firm of Horton, Crary & Co. and

took that property. In 1871, with Oscar B. Grant, he built the Ridgway tannery in Pennsylvania. He afterwards sold his interest to G. B. Horton & Co. In 1883, with his son, G. B. Horton and his nephew, Eugene Horton, he built the Watauga tannery at Johnson City, Tenn. Mr. Horton retired from active business long before he ceased investing money in tanneries. He lived at his beautiful residence in Middletown, N. Y., and died there November 3d, 1876.

He was a thorough tanner and a sagacious business man. He spent much time in traveling, and was thoroughly conversant with international affairs. He was the father of G. B. and Melvin Horton. His eldest daughter married S. H. Yocum, who was connected with the Watauga tannery for several years. Their son, John H. Yocum, is an expert leather chemist.

Charles Horton married Betsy Grant. She was a sister of Robert Young Grant, who owned the Liberty tannery. He was a State Senator of New York in 1859-1860. His son, Oscar B. Grant, adopted tanning, and with Charles Horton, built the Ridgeway tannery. Charles Horton sold his interest to his sons and the firm of Grant & Horton operated it until it was merged in the United States Leather Co. Oscar B. Grant is first vice-president of the United States Leather Company. He was a lieutenant in the United States Navy and holds a commission signed by Abraham Lincoln.

George E. Knapp was connected with Webb and



Charles Horton in the Cochection tannery. He was their cousin. His son Fred. E. Knapp is with the United States Leather Company. He married a daughter of G. B. Horton.

Gurdon B. Horton, son of Charles Horton and Betsy Grant, was born at Liberty Falls, N. Y., July 8th, 1845. He was well educated and learned the art of tanning.

In 1863 he came to New York, where he was employed by Henry McClellan at No. 9 Ferry street, in the sole leather trade. In 1865 he entered the store of Hoyt Bros. While with them he commenced the tanning business by sending out a few hides to be tanned by the pound at the North Branch and Cochection tanneries, then owned by his father. On October 1st, 1867, the firm of G. B. Horton & Co., composed of G. B. Horton, J. B. Radcliffe and Melvin Horton, was formed. Melvin Horton died, but the business was conducted by the surviving partners until 1893. G. B. Horton bought from his father an interest in the firm of Grant & Horton, Ridgway. In 1880 the firm of Landfield, Davidge & Co. was formed. The partners were the firms of Davidge, Landfield & Co., Davidge, Horton & Co., S. P. Davidge and G. B. Horton. They bought the Leicester tannery, which, at the time of the purchase, was tanning by the pound for G. B. Horton & Co. In 1883 G. B. Horton sold his interest to C. S. Horton, now president of the Union Tanning Company. In connection with S. H. Yocum, Eugene Horton and Henry



Gildersleeve, under the firm of Horton, Yocum & Co., the Watauga tannery was built at Johnson City, Tenn. This firm is still in existence as Horton, Gildersleeve & Co. although not in tanning.

The Watauga oak sole leather was sold in New York by G. B. Horton and Eugene Horton, doing business as Horton & Co. Soon after this G. B. Horton, Eugene Horton, H. R. Gurd and William Gurd bought the New Creek Tannery in Mineral County, West Virginia. The firm was Horton & Gurd. In May, 1893, all these interests were merged in the United States Leather Company. G. B. Horton has been a director in that and the Union Tanning Company since that time and was for some time a member of the Executive, the Hide Purchasing and the Land Committees. In March, 1899, he was elected president of the Brooklyn Wharf and Warehouse Co., but resigned at the end of the year. In 1901, with Edward R., and Joseph H. Ladew and John H. Yocum, he formed the Yocum Manufacturing Co. with tanneries at Newark.

Melvin Horton, son of Charles Horton, came to New York in 1867 to enter the firm of G. B. Horton & Co. He bought from his father part of the interest in the Ridgway tannery and was a partner in Grant & Horton. He died at Middletown, N. Y.

Ovid Horton, fifth son of Isaac Horton, was connected with tanning. He also owned flour and lumber mills at Liberty Falls. His eldest son, George Horton, was born in Liberty Falls, N. Y., in 1847.

George Horton was brought up in the tanning business and was a member of the firms of Horton, Johnson & Co., Kellettsville; G. & I. Horton, Arroya; Horton, Crary & Co., and was superintendent of four taneries. He was well-known in New York and Boston as a buyer of hides. Mr. Horton was taken sick while visiting Mexico with a large party of friends. He returned and died in Sheffield, Pa., March 4th, 1893. He left a large estate to his wife and two sons.

Another son of Ovid Horton was James Halliday Horton, of Horton, Crary & Co., who died in July, 1899.

Webb Horton, the youngest son of the first Isaac Horton, was a clerk for Gildersleeve & Horton from 1844 to 1848, and afterwards a merchant at Liberty Falls from 1848 to 1853. Then he became largely engaged in tanning. From 1854 to 1864 he tanned at Narrowsburg. In 1864 Webb and Walter Horton and Wm. McNair bought the property at Sheffield, Pa. In 1867 they took in Horace H. Crary, formed the firm of Horton, Crary & Co., and built the tannery. Webb Horton has lived in Middletown, N. Y., since 1868, but has been a great traveler, having visited all parts of this country, been through Mexico three times and made the tour of Europe in 1880 and again in 1885. He was postmaster of Liberty Falls from 1848 to 1850 and of Sheffield from 1865 to 1868. He has for some years spent a part of the winter in New York. Although retired from business, he likes to

meet the leather merchants and visits the Swamp often. He has been connected with tanning about fifty years and has done much to forward the leather interests.

Eugene Horton, son of Webb Horton, was a member of the tanning firm of Horton, Gildersleeve & Co., of Johnson City, Tenn.; Horton & Gurd, New Creek, West Va., and Horton & Co., New York. He is a director in the United States Leather Company.

Isaac Horton had four daughters. Three of them married tanners, as follows:

Esther Horton, eldest daughter of Isaac Horton, married Nathaniel Gildersleeve. His father, James Gildersleeve, was a tanner at Liberty, N. Y., more than seventy years ago. In 1841 Sherman H. Case and Nathaniel Gildersleeve built a tannery at Liberty Horton and the firm of Gildersleeve & Horton did business there several years and were successful. Sons of Nathaniel Gildersleeve were William, Henry and Isaac. Isaac Gildersleeve was at Cocheaton Centre for a while as partner, and William and Henry Gildersleeve run Liberty Falls tannery for a few years. William is now deceased. Henry Gildersleeve is superintendent of the Watauga tannery. Another tanner in this family was James Gildersleeve, Jr., who built the Belford tannery at Forestburg, N. Y. His son, Charles, was associated with him and tanned at Forestburg until the yard was abandoned.

Clarissa Horton married Captain John C. Smith in 1850. Captain Smith, with H. H. Crary, John Davidge and Edson Gregory, built the Hancock tannery. Three sons of John C. Smith are tanners.

Perry R. Smith is vice-president of the Elk Tanning Company and superintendent of their hemlock tanneries. With his brothers, Charles and Flavius Smith, he built the Arrego tannery and sold it in 1893 to the United States Leather Company.

Annis Horton married William Gurd.

Here we have a record of about forty tanners, either Hortons or connected closely with the Horton family. This is the greatest tanning family the world ever saw. All were distinguished men and reached high positions in trade circles. Most of them sold their leather in New York through their own stores or the commission house of Bullard & Co.

#### Webb Horton's Firms.

When Webb Horton went out of business he was a member of all these firms:

Horton, Crary & Co., established 1867.

Schoellkopf, Horton & Co., established 1870.

John McNair & Co., established 1874.

Forest Tanning Co.

G. & I. Horton & Co.

They owned the Sheffield, Horton, Tionesta, Forest and Arroyo tanneries, which were merged in the United States Leather Company.

Charles Horton's Tanning Operations and Firms.

Liberty Tannery, working for Case & Gildersleeve, 1842.

Gildersleeve & Horton, about 1844.

North Branch Tannery.

Horton & Knapp (Chas. Knapp), 1848; North Branch.

Horton & Beach (E. Beach), North Branch.

Horton, Curtis & Clements (J. R. Clements), North Branch.

Horton, Clements & Co. (Thos. Casey).

Narrowsburg Tannery, 1854.

Horton & Co., Narrowsburg.

Horton, Darby & Co. (Nelson Darby).

Cochocton Tannery, 1856.

Horton, Knapp & Co.

Ridgway, 1867.

Grant & Horton (O. B. Grant).

Ridgway, 1871.

Grant & Horton (O. B. Grant, G. B. Horton and Melvil Horton).

Gurdon B. Horton's Firms.

G. B. Horton & Co., New York, partners G. B. Horton, Melvin Horton, J. B. Radcliffe.

Grant & Horton, tanners, Ridgway; O. B. Grant, G. B. Horton, Melvin Horton.

Horton, Yocum & Co., Watauga Tannery, Tennessee; G. B. Horton, Eugene Horton, Seth H. Yocum, Henry Gildersleeve.

Horton, Gildersleeve & Co., Watauga; G. B. Horton, Eugene Horton, H. Gildersleeve.

Horton & Co., New York; G. B. Horton, Eu-

gene Horton.

Horton & Gurd; G. B. Horton, Engene Horton, Henry R. and Wm. Gurd.

Walter Horton's Tanning Firms.

Employed by Allison, Davidge & Co., 1849-1852.

Superintendent for Thomas Smull & Co., 1852-1856.

Partner in Allison, Crary & Co.; L. H. Allison, H. H. Crary, Walter Horton.

W. & W. Horton, Sheffield, Pa., 1866; Webb Horton, Walter Horton.

Horton, Crary & Co., Sheffield; Webb Horton, Walter Horton, Wm. McNair, Jerry Crary, 1867.

Schoellkopf, Horton & Co., Sheffield; J. F. Schoellkopf, Horton, Crary & Co., Charles Sigel.

Tionesta Tannery; Horton, Crary & Co., John McNair, C. W. R. Radeker, 1867.

Forest Tannery, Brookston, Pa.

Arroyo Tannery, Arroyo, Pa., George and Isaac Horton and Horton, Crary & Co.

H. H. Crary & Co., Westfield, Pa., 1873; H. H. Crary, Walter Horton, James Horton, Edson G. Davidge, 1880.

Walter Horton & Co., Harrison Valley, Pa.; Walter Horton, H. H. Crary, W. G. Garritt, L. R. Johnson.

James Horton & Co., Salamanca, N. Y.; James Horton, Walter Horton.

Walter Horton & Co., Boston, commission merchants, representing twelve tanneries.

James Horton's firms were:

H. H. Crary & Co., Westfield, Pa.

Walter Horton & Co., Harrison Valley, Pa.

James Horton & Co., Salamanca, N. Y.

Garritt, Davidge & Co., Tioga, Pa.

Walter Horton & Co., Boston, Mass.

From 1893 to 1897 vice-president of the United States Leather Company.

1897, president of the United States Leather Company.

#### SCHULTZ FIRMS.

Morgan L. Smith and Abraham I. Schultz formed the firm of Smith & Schultz, Poughkeepsie, in 1824. Mr. Smith had married Mr. Schultz's sister. The Lafayette Tannery in Delaware County belonged to them. Mr. Schultz was the tanner. Mr. Smith sold the leather. In 1827 the firm removed to New York and located at the east corner of Jacob and Ferry streets. Mr. Smith lived over the store. He was afterwards Colonel of the Twenty-seventh (now Seventh) Regiment and a society leader. He entertained the best people in New York in his house. This firm lasted ten years. Mr. Smith then retired and formed the firm of Smith & Adriance in 1840, bankers and railroad promoters. Mr. Smith was the first Consul to Texas and held the office until Texas became a State. His son-in-law, John H. Brower, succeeded to his business and became a well-known hide dealer. Colonel Smith died in Newark in 1884.



When Smith & Schultz were in business Mr. Smith and Ogden E. Edwards, a Swamp merchant, bought a farm on Broadway, where the Hoffman House stands. It cost them \$1,250 the lot, 25 X 100 feet. They lost much money by the depreciation of this property. This was in 1836. The next year was one of great financial disturbance. Smith & Schultz assigned to Jackson S. Schultz, a son of the junior partner, who had just graduated in Waterville College. Enough was realized to pay the debts in full, but A. I. Schultz resumed tanning, moved to Ellenville, N. Y., and the firm dissolved.

In 1836 Edmund M. Young, the bookkeeper for Smith & Schultz, accepted a commission from his uncle, Richard Nelson, of Poughkeepsie, to go to New Orleans. He returned as Smith & Schultz were liquidating and made a proposition to Jackson S. Schultz to go in business with him. Richard Nelson loaned his nephew \$3,000. Mr. Schultz had \$5,000 of his own money. With this capital the firm of Young & Schultz commenced in 1838. The union sole leather business was developed by them and for a quarter of a century this house controlled nearly all the output of the country. Mr. Schultz lived for many years on Cliff near Ferry street, near his store. E. M. Young was an originator and one of the directors of the Park Bank. He died in October, 1864. When E. M. Young died Jackson S. Schultz, John C. Southwick and James H. Percival formed the firm of Schultz, Southwick & Co. Theodore Schultz was admitted later. John C. South-

wick retired and Schultz, Innes & Co. succeeded. Adam Innes was a partner, and his five sons, owners of the "Scotch Yards," had an interest. Louis H. Schultz, a son, and Edward W. Richardson, a son-in-law of J. S. Schultz, became partners. The tanneries of the firm were merged in the United States Leather Company in 1893. Jackson S. Schultz died March 1, 1891.

Jackson S. Schultz was a progressive tanner and a whole-souled, generous public-spirited man. He was always engaged in good works. In 1860 he went to England with J. E. Bulkley and Isaac H. Bailey. All three labored to secure the attention of the British public to the advantages of American leather and their efforts doubtless had much to do with its general introduction into Europe later.

In 1873 Mr. Schultz was made Chief Commissioner of the United States at the World's Fair at Vienna. It was from that exposition that our large leather trade with Germany originated. Previous to 1873 our exports of leather to that country were hardly more than \$100,000; now they are \$4,000,000 at least, and the rest of Europe \$8,000,000 more, with a moral certainty that they will continue to increase steadily and considerably.

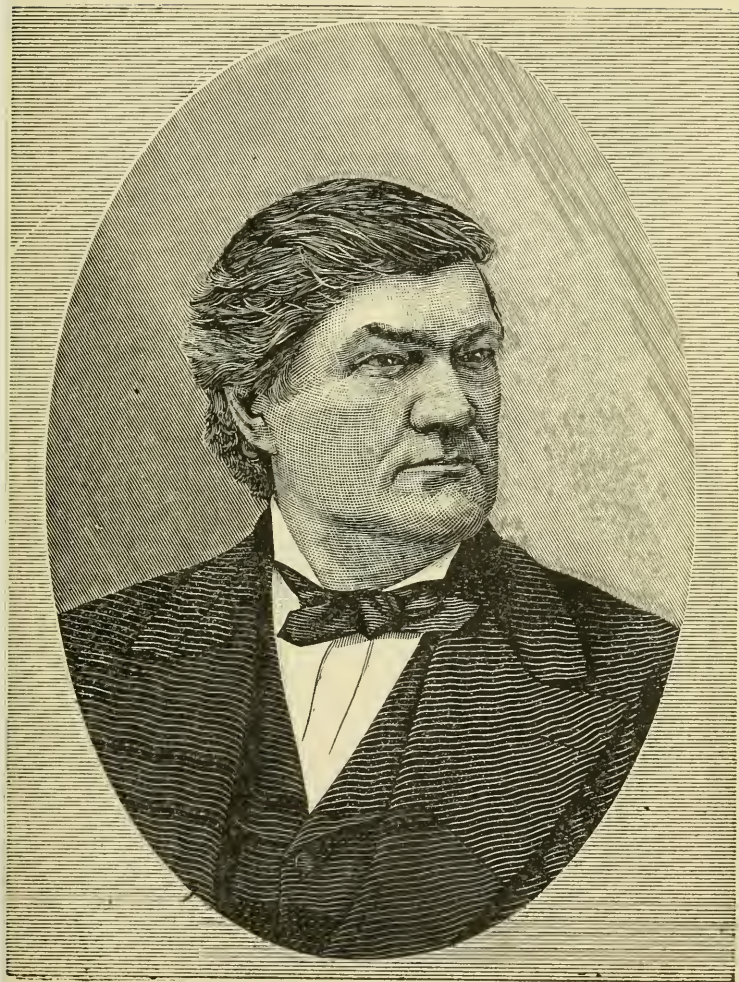
In 1876 Mr. Schultz wrote "The Leather Manufacture of the United States," a standard work, published by the "Shoe and Leather Reporter." It is now out of print.

In the fall of 1880 Mr. Schultz offered three gold medals for the best results in tanning different

kinds of hemlock and union leather. There were several competitors, and a committee of three leather merchants in the Swamp examined the lots and reported that the Laporte tannery of Thorne, McFarlane & Co. was entitled to one for the best results in acid hemlock; the Cappon & Bertsch Leather Company, of Holland, Mich., to the medal for the best non-acid hemlock, and the "Acine" tannery of G. W. Childs & Co. for the best union tanned leather, for gain and finish. The medals, which were \$20 gold pieces smoothed down on one side and suitably inscribed, were presented to the successful contestants in January, 1881.

In May, 1882, Mr. Schultz established the business of extracting tannin from hemlock bark at Daguscahonda, Pa., in which he continued up to the time of his decease.

Adam Innes learned tanning in Scotland. He came to New York in 1848, entering the employ of A. I. Schultz, at Ellenville. He remained there seventeen years and became part owner in that tannery. He was also a partner with Brainard Bowen, of Troy, Pa., tanning union leather. In 1865 he removed to Granville, Pa. His five sons, Robert, Daniel, John A., Colin and Judson K. Innes, were taught the business and taken as partners as they grew up. He reared one of the largest tanning families in the country. They owned the "Scotch Yards," tanning union sole. Father and sons were afterwards partners or interested in the firm of Schultz, Innes & Co., of New York. Adam



JACKSON S. SCHULTZ.







Innes was president of the First National Bank of Canton, Pa.. His son, Daniel Innes, succeeded him in that office. Adam Innes died March 10th, 1886, aged 65 years.

John C. Southwick came from Lowell, Mass., and went with Young & Schultz when a boy. He was a relation of the old Massachusetts tanners and the Quakers of that name. His only sister married J. C. Ayer, of Lowell, the sarsaparilla doctor and millionaire. John C. Southwick married a niece of Aaron and H. B. Claflin. He retired from the firm of Schultz, Southwick & Co. about 1890.

James H. Percival was a bookkeeper with Young & Shultz. He married Mary Chichester, a sister of Mr. Schultz's first wife. He was a partner in Schultz, Southwick & Co. and Schultz, Innes & Co.

Edward W. Richardson was brought up in the store and became a partner with Schultz, Innes & Co. He married Kate, the youngest daughter of J. S. Schultz. Theodore Schultz, oldest son of J. S. Schultz, was a partner in the firm until he died, in 1886. Louis H. Schultz, the youngest son was a partner with Schultz, Innes & Co. until they were merged with the United States Leather Company in 1893.

#### UNION SOLE LEATHER.

The first union sole leather was tanned at Ellenville, N. Y., in 1833 by Abraham I. Schultz, father of Jackson S. and Morris M. Schultz, afterwards famous tanners. The lot was fifty backs. R. C.



Benedict, of Benedict, Hall & Co., New York, bought it and cut it up into soles. It was handsome and wore well. For some time the product of fifty backs a week were kept up. Smith & Schultz, in New York, sold it. There was 90 per cent. hemlock and 10 per cent. oak bark in it. In 1845 there were only 30,000 backs made in the country. Smith & Schultz sold it all. The business increased rapidly after 1850 and several tanners made fortunes. Keck & Mosser, at Allentown, and Stephen Kistler, at Stroudsburg and Tannersville, were notable examples. H. G. Lapham tanned with good results. The Deckers were early producers. In 1878 there were 800,000 union backs cut up in Massachusetts. Now the use of this leather is universal in this country.

#### STEPHEN KISTLER.

Was one of the most prominent of old-time tanners. He produced oak sole, but about 1860 tanned union leather. He learned tanning of his father, and went in partnership with him in 1835. In 1851 he settled in Tannersville, Pa. He owned tanneries in Stroudsburg and Great Bend. In 1875 he established a store in New York and lived in Brooklyn. He died in March, 1880. His son, Charles E. Kistler, and son-in-law, J. H. Lesh, were of the firm of Kistler, Lesh & Co. Charles E. Kistler died one week after his father. He was at that time of the firm of Kistler, Hall & Co., of New York. Milo Kistler, another son, was a partner.

Stephen Kistler's father and father-in-law, four brothers and five sons, his first wife's two brothers and second wife's father, were tanners.

#### THE CLARENDON FAMILY.

Thomas Clarendon was a man who made his mark in the trade. He was born in Ireland. In 1847 he went into the store of Lapham & Bulkley to do the heavy work expected from a lusty young man of that day. He was with Mr. Lapham and his various partners until 1858. In 1852 the house was Lapham & Clarendon. In 1858 a partnership was arranged with Theodore M. Barnes and Oliver K. Lapham and the firm of Barnes, Clarendon & Lapham was formed. When the Civil War broke out this firm was dealing largely in hides. Mr. Clarendon went to Washington and to the headquarters of the Army of the Potomac and secured a great portion of the hides flayed from cattle killed for meat for the soldiers. The firm were tanners also. They made a great deal of money. Later Mr. Clarendon formed the firm of Thos. Clarendon & Co. with his younger brother, Matthew E. Clarendon as partner. Thomas Clarendon went to Nice, Italy, for his health and died there January 6th, 1872. He was a sagacious, truthful man, with great business ability. Anson E. Lapham, his life-long friend, said of him: "I can bear testimony to his faithfulness to all trusts; to his energy, industry and honesty, and as being a faithful, unswerving friend." M. E. Clarendon & Son succeeded to the

business of Thos. Clarendon & Co. James P. Clarendon was then associated with his father. Both are respected merchants. This is one of the oldest hide firms in the Swamp.

There were five brothers Clarendon in the shoe and leather trade. William, the oldest, came here in 1843. Thomas crossed the ocean alone in 1847. George was originally with William Sherwood. He died in 1865. Matthew E. and Charles Clarendon were at first with Frothingham, Newell & Co., wholesale shoes and leather. Charles Clarendon was in the retail shoe business from 1859 to 1885. All these brothers were at different times with the old wholesale shoe and leather firm of Frothingham, Newell & Co.

#### BULLARD & CO.

In 1828 William Bullard came from Massachusetts and engaged as a clerk with Austin Melvin. His brothers, Isaac and John Bullard, came later and formed the firm of Bullard & Mattison, which lasted from about 1832 to 1843. Isaac died in 1836. Jacob Lorillard in 1834 put in special capital for William and John Bullard and Jacob Van Wagenan and they engaged in trade as Bullard & Mattison, afterwards Wm. Bullard & Co. This continued to 1843, when John and William Bullard and Jacob Van Wagenan made up the firm of Bullard & Co. John Bullard died in 1881. Mr. Van Wagenan retired in 1865 and Redmond Keresy became a partner. The firm had several hemlock sole leather tanneries which were merged in the United States Leather Company in 1893.

In 1856 William Bullard went to Dedham, Mass. He served in the Massachusetts Legislature three terms. He built and owned the store 14 Ferry street. William Bullard died September 28th, 1879. His son, Louis H. Bullard, owns the store now. He was a partner and the head of the firm after 1880.

Redmond Keresy was in the Swamp, living at 87 and at 72 Gold street up to the time he was seven years old. His father was the Swamp teamster. When he was fourteen years Redmond Keresy went in the store of Bullard & Co. He became a partner, but retired from active business January 18th, 1883. His son, Redmond Keresy, Jr., is with the United States Leather Company.

William H. Humphrey was a nephew of William Bullard. He went with Bullard & Co. in 1864 and became a partner in 1880. When this firm discontinued they had been in the leather business fifty years. Mr. Humphrey is assistant treasurer and assistant secretary and director in the United States Leather Company.

#### DAVID MOFFAT.

Came to New York from Scotland in 1827. He was a currier and his family had been tanners for a hundred years. In the year 1834, having acquired and saved a capital of less than \$500 as a journeyman currier, he undertook currying on his own account, and soon made a specialty of harness leather. The thoroughness and excellence of his work

quickly made for him a reputation in the Swamp, and built up the business which still flourishes under the firm name of David Moffat & Co. The stable character of the business may be inferred from permanence of connection of the employees with the firm, a number of the men having served during periods ranging from fifteen to twenty-five years. He bought the premises 5, 7 and 9 and later No. 10 Jacob street for his business. Of profound religious convictions and great consistency of conduct, his character commanded respect amounting to veneration. He was constantly engaged in doing good, both by an almost lavish use of his means and by personal effort. Although he modestly shrank from publicity, he wielded an extensive personal influence. Mr. Moffat was for some years an elder in the Reformed Church on the Heights, in Brooklyn. He lived at Cold Springs on the Hudson in the summer and built and endowed a chapel there. David Moffat died July 24th, 1887.

At a meeting of the leather trade, held after his decease, Aaron Healy, on taking the chair, said:

"A good man has gone to his reward. David Moffat was faithful in every relation of life. As a husband, father and friend, affectionate and kind; as a business man, honest, reliable and doing to others as he would they should to him, and more. I have been intimately acquainted with him for about forty-five years, and a more conscientious and upright man never existed. He carried this principle into all his business, taking care that all

who did business with him should have their just rights, as he would want if he was in their place. Hence his customers could trust him implicitly, and this conscientious honesty was an element of his remarkable success in his calling."

David Moffat, Jr., died March 30th, 1887, a few months before his father. He left college in 1871, went into his father's store and became a partner in 1875. He was connected with the Twenty-third Regiment and was captain of Company E. He did much to build up the company. He was a deacon and superintendent of the Sunday School of the Reformed Church on the Heights in Brooklyn. He died at the early age of 33 years.

William L. Moffat and Fraser M. Moffat, only surviving sons of David Moffat, now comprise the firm. They were brought up in the trade. They are progressive young men and have considerably enlarged the business during the past ten years. They own a tannery at Iron Gate, Va., also a currying shop for finishing light leather at Elizabeth, N. J. Wm. L. Moffatt is a director in the Hide and Leather Bank and a trustee of the Dime Savings Bank of Brooklyn.

#### CHARLES B. FOSDICK.

Was born in the City of New York and began as a hide dealer in 1848. In 1856 he came into Spruce street. He dealt mainly in deer skins. Mr. Fosdick was elected in 1879 the first president of the Hide and Leather Bank. In 1894 he resigned and

accepted the same office in the Second National Bank. He was an honorable, upright man. Mr. Fosdick died in 1896. His only son and partner passed away before his father.

**JOSEPH B. HOYT,**

The oldest of a great family of tanners, was born in Stamford, Conn., November, 1813, and died there December 27th, 1889. He learned the tanning trade and worked at it in Newark and other cities. In 1841 he went to New York. William Kumbel was making belt or band leather. His foreman, Frederic Wood, left him and started in business for himself in Frankfort street. He died soon after, and Joseph B. Hoyt and Hans Rees bought out the business from Wm. P. Miller, the executor. The firm of Rees & Hoyt dissolved about 1854. Then Joseph B., William and Oliver Hoyt made up the firm of Hoyt Brothers at 28 Spruce street. Later Harvey S. Ladew and Daniel B. Fayerweather became partners. In 1870 the firm divided and Joseph B. Hoyt, with Messrs. Fayerweather and Ladew, formed the firm of J. B. Hoyt & Co. They were the first in this country to make "scoured oak backs," and they also made "Hoyt's short lap belting." In 1884 Joseph B. Hoyt retired from business and the house became Fayerweather & Ladew. Mr. Hoyt introduced the Crockett Tan Burning Furnace among our tanners. He was the inventor of a device for smoke consuming chimneys. He was a sagacious mer-



chant and a most exemplary man. Mr. Hoyt served two terms in the Connecticut Legislature. His son, of the same name, in connection with Norman Schultz, built a tannery at Instanter, Pa. The firm was Schultz & Hoyt. They tanned union leather, but merged in the United States Leather Company in 1893.

#### OLIVER HOYT

Was born on "Hoyt's Hill" in Stamford, Conn., a farm which his father owned and where his millionaire sons afterwards built palatial residences. He was a tanner and came to New York in 1844. With his brother, William, he formed the firm of W. & O. Hoyt in Jacob and afterwards in Ferry street. They finished seal skins and upper leather. Joseph B. Hoyt joined them in 1854 and the business grew and prospered. In 1870 Mark Hoyt became a partner. The firm was known as Hoyt Brothers. They owned large hemlock tanneries, which were merged in the United States Leather Company in 1893. Oliver Hoyt was a very benevolent man and highly esteemed. His benefactions amounted to \$25,000 a year for the last twenty-five years of his life. He was chairman of the Board of Trustees of the Wesleyan College at Middletown, Conn., and gave large sums to that university. He was a State Senator in 1876 and 1878 and a Presidential Elector in 1872, voting for General U. S. Grant. He was offered the nomination for Governor of his native State in 1879, but declined

it. He was vice-president of the Park Bank and director in the Home and Phoenix Insurance Companies. He died May 5th, 1887.

Oliver Hoyt left four sons, who remain in the business. Edward C. Hoyt is a member of the Executive Committee and vice-president of the United States Leather Company. Theodore R. Hoyt is a director of the United States Leather Company. Walter S. Hoyt and George S. Hoyt are connected with the company. Edward C. Hoyt is also a director in the National Park Bank of New York.

#### MARK HOYT,

President of the United States Leather Company, died at his residence in New York December 30th, 1896. He was the youngest of the great tanning family. He came to New York from Stamford, Conn., was first a hide broker and joined his brothers in the leather business. When the Civil War broke out he raised the Seventeenth (Iron-sides) Regiment from among men in the leather and hide trades. He was commissioned as colonel. The regiment drilled in the lofts of Hoyt Bros.' store in Spruce street. They went in camp at Jamaica, L. I., but their leader was smitten with fever and could not go to the front with them. He joined his regiment later and served through the strife. Then he bought a sugar plantation and worked it until 1868. He returned to New York and went into the hide brokerage business for a time. In





HON. OLIVER HOYT.

March, 1870, he joined the firm of Hoyt Brothers. William, Oliver and Mark Hoyt made a very strong combination. They stood always in the front rank of the trade and owned many hemlock tanneries. Mark Hoyt was one of the originators of the United States Leather Company. He was its first vice-president and when Thomas E. Proctor died, December 7th, 1894, he succeeded him as president and held the office at the time of his death. His only son, Mark Hoyt, Jr., was in the company's office, but passed away before his father, on the 24th of October, 1895.

DANIEL B. FAYERWEATHER,

One of the best known men in the New York leather trade, died in that city November, 1890. He was a shoemaker in Connecticut in early life, but came to New York in 1854 and engaged as a clerk with Hoyt Brothers. He became a partner the following year. He was always noted for his close attention to business. He used to say that when he could not get to the store at half past seven in the morning he wanted to die. After the dissolution of Hoyt Brothers in 1870, Mr. Fayerweather, as the active partner in J. B. Hoyt & Co., became more of a power in the trade than ever before. The firm made leather belting. About 1884 Joseph B. Hoyt retired, worth nearly or quite \$3,000,000. The firm then became Fayerweather & Ladew. They built several tanneries and did the largest business

of any oak tanners in the trade. Mr. Fayerweather was one of the most honorable of men. He left by his will nearly all his great fortune of about \$6,000,000 to different colleges. This was the largest sum that had been given to education in this country by a single individual. The litigation over his will became a cause celebre, but the provisions of the will were substantially sustained by the courts.

#### THE LADEWS AS TANNERS AND BELT MAKERS.

Harvey S. Ladew was born in Shokan, Ulster County, N. Y., in January, 1826. His father was a tanner, and he was brought up to the same business. He had three brothers, William, Oliver S. and A. D. Ladew, who were reared to the paternal calling. All became successful tanners. H. S. Ladew took charge of the Shokan tannery for Rees & Hoyt, of New York, before he was twenty-one years of age. When he reached his majority he became a partner. The firm was changed to Hoyt Brothers in 1855, Mr. Ladew continuing in it. About 1868 they purchased the Flintstone tannery, near Cumberland, Md., and Mr. Ladew moved there. In the following year they bought the Cumberland tannery at auction, and he became superintendent of both yards. In 1870 the firm of J. B. Hoyt & Co., with Joseph B. Hoyt, Daniel S. Fayerweather and H. S. Ladew as partners, was formed, and Mr. Ladew removed to New York. On January 31st, 1884, the firm became Fayerweather &

Ladew. Mr. Ladew had charge of the numerous tanneries of the firm and used to visit them regularly in rotation every few weeks. He was of a quiet, retired disposition, a devoted husband and father, kind and generous as an employer, and highly respected by the business community in which his life had been passed. E. R. and J. H. Ladew, his two sons, hold positions in his firm. His widow is the survivor of three sisters, who married, respectively, Hans Rees, Joseph B. Hoyt and H. S. Ladew. H. S. Ladew died March 9th, 1888.

#### A GREAT BELTING HOUSE.

Fayerweather & Ladew are the oldest manufacturers of oak tanned leather belting in this country. Joseph B. Hoyt founded the house in 1846. In 1847 Harvey S. Ladew, a brother-in-law of Mr. Hoyt, was admitted. The firm was J. B. Hoyt & Co. from 1870 to 1884, when Mr. Hoyt retired and the house of Fayerweather & Ladew was formed. Mr. Ladew died in March, 1888, Mr. Fayerweather in November, 1890.

At the time of the deaths of these men their firm was far in advance of all other leather houses in the extent of their wealth and the magnitude of their business. Edward R. Ladew and Joseph H. Ladew were partners in the house. Edward R. Ladew had been a member of the firm of J. B. Hoyt & Co., as well as the later firm. Both were sons of Harvey S. Ladew. They succeeded to the business of the firm but made no change in the style.



Edward R. Ladew superintended the tanneries and visited them regularly for several years, both in company with his father and after his demise. Joseph H. Ladew was connected with the business department. The two brothers exercise a constant supervision over the belting works.

The belting factory of Fayerweather & Ladew covers ten city lots, Nos. 236 to 246 Eldridge street, is 150 feet deep and six stories high. The extension or wing on East Houston street is 159 x 168, eight stories. Here the rough butts are received. They are wet in large tanks of fresh water and piled up ready for the butt cutter who trims them closely for belts.

The offal taken off is divided into shoulders, bellies and about fourteen other varieties. So close is the trim for the short lap belting that something like two-thirds of the leather is cut off and sold for offal. It is prime oak tanned stock, and is used for many purposes in shoe factories. Their trim is much closer than that ordinarily made. Only the best parts of the very best hides are used in the belts they produce. The butts are tumbled into wheels to cleanse them, shaved and scoured clean. There are four Fitzhenry machines in this department, also winding and fastening machines and oil tanks.

The butts are piled to dry out. After the cellar work is completed they are sent to the top of the building, where they are hand and wheel stuffed and prepared for the manufacturing department by

trimming and stretching. The three upper floors are used for these manipulations. The firm keep on hand a great assortment of centres up to 48 inches wide, so as to be able to make and deliver any belt at twenty-four hours' notice. The leather gains in strength and firmness as it remains in the piles.

On the belt floor the leather is cut in sizes, lapped and feathered. There are forty presses on the floor below to cement the edges and form the belt.

On the second floor the belts are riveted, pegged or stitched, which operations are all performed by machinery. The engine is sixty horse-power. This is ample, as much of the work is done by hand and is more reliable. The Flintstone leather is cut and the capacity of this factory is for 5,000 butts weekly.

The firm make Hoyt's oak tanned short lap leather belting. This brand has stood at the head of the belt production for fifty years, and with recent improvements is better than ever before. One point of excellence is that the firm have always tanned their own leather at tanneries in the bark regions of the Middle States, where oak grows with the best bark for tanning purposes. Their hides are also selected from the best city and packer kill.

Edward R. Ladew was a vice-president of the United States Leather Company and active in its affairs. Joseph H. Ladew is a director of the great organization. They sold their sole leather business to this company and devote most of their time to

the belt manufacture. They have stores in Boston, Chicago and Cincinnati, and sales agents in all the principal cities in the United States. Their product is sold and shipped to all parts of the world.

On the 1st of August, 1898, this firm was organized as Fayerweather & Ladew, incorporated. The capital, \$1,250,000, all paid in.

The business will be conducted along the same lines as heretofore, the manufacture of Hoyt's pure oak tanned short lap leather belting being the great feature. This the company make in all widths, from half an inch to seven feet.

#### ORIGIN OF SCAURED OAK BACKS.

The credit of introducing this leather belongs to Fayerweather & Ladew. During the war some English bends were imported—solid thick leather; they sold for about 75 cents a pound. Fayerweather & Ladew bought five of these bends and scoured six pounds of divi divi, myrabolams, etc., out of each one, by using the Fitzhenry machines. This spoiled the sale in this country, for shoe manufacturers could not afford to pay for weighted leather, but the operation imparted softness and fine color, and Fayerweather & Ladew tried scouring their own sole leather. There was very little to scour out from pure oak tanned leather, but it came out from under the machine looking fine and feeling soft. A prominent manufacturer of men's shoes tried it and kept account of the cost of his

soles. After awhile he thought he could do better cutting his soles from side leather. He tried Baltimore, Cincinnati and Louisville oak tannages, but the results were not as he anticipated, and he returned to scoured oak backs. Other manufacturers encountered similar experiences and scoured or dressed backs came into use and have continued popular ever since.

#### HANS REES

Was a prominent and very successful leather merchant. He came to New York from Norway in 1835. In 1846 he became a partner with Joseph B. Hoyt in the leather belting business. The firm was Rees & Hoyt. In 1855 Mr. Rees retired and went to Milwaukee for his health. He bought land and built "Rees' Block" on West Water street and added greatly to his possessions. He came East again in 1861 and formed a partnership with Harvey Hoyt, a brother of his former partner, and renewed the firm name of Rees & Hoyt. This continued two years, when the firm dissolved and Mr. Rees traded for some time alone. Meantime he had sons growing up and Norman I. Rees became a partner in 1868, the firm being Hans Rees & Son. The senior retired in 1874 and the firm became Hans Rees' Sons. Norman I. Rees, Arthur F. Rees and Frank Rees were interested. Frank Rees retired and lives at Chattanooga, Tenn. Another son, J. K. Rees, is a professor in Columbia College. Hans Rees died July 2d, 1885, aged 70 years.

Hans Rees' Sons own three oak sole leather tanneries. One recently finished at Asheville, N. C., is one of the largest in the South. Arthur F. Rees is in charge there. Norman I. Rees attends to the business in New York. They have a factory in the city where they curry and finish leather for belt manufacturing.

After Hans Rees settled up his business he spent a long time in travel. He re-visited Norway and the North Cape. He attended the French Exposition in 1878. He felt an interest in the success of American leather and showed it in a practical manner. When the judges came into the American leather section Mr. Rees took off his coat, spread the leather out for them and answered questions as only a tanner could. The judges knew nothing of bark tannages and he informed them thoroughly of its merits. Our belting was in competition with the "mixed tannages" of Europe. Mr. Rees explained the difference in them and much to the advantage of our bark tanned leather belting. The belting manufacturers of America who gained medals in Paris in 1878 owe much of their success to Hans Rees.

#### LEATHER INSPECTION.

The inspection of leather was prescribed by the Legislature of New York in 1784. Peter McCartee was an inspector. John H. Bowie, Nicholas W. Anthony and George Ferguson held the office. They were tanners and lived in the swamp. The

law was in force up to about 1876, and there are, even yet, persons who are employed to inspect leather. After 1826, two men were required to be employed. This force was afterwards increased to six. They received four cents per side, and later two cents and one and one-half cents for the work.

From 1820 to 1830 three teamsters were sufficient to do all the carting of leather in the swamp. There were, at that time, only two stores that employed porters or laborers. It was usual for clerks to do the menial work.

#### JAMES AND GEORGE BROOKS.

The name of Brooks was a noted one in the leather trade for many years. Henry Brooks, a tanner and currier, came here from England in 1784. He had to disguise himself as a sailor, because skilled workmen were then debarred from emigrating. In 1790 he built a tannery where the shot tower of the Caldwell Lead Co. stands, on Centre, near Pearl street. He erected a fine house at the corner of Pearl and Centre streets and lived there many years. His firm was Stockholm, Brooks & Livingstone. It was in being but for a few years, and on the dissolution of the partnership, Mr. Brooks succeeded to the business. Some twelve hundred slaughter hides, and between three and four thousand calfskins, were annually tanned in this establishment, oak being used exclusively, as was the custom at that day, and the sole leather hides were about a year in the process of manu-

facture into leather. The buying and selling of hides also constituted a large portion of the business transacted, and Mr. Brooks had a leather store on Coenties slip, and also at 72 Partition, now Fulton street.

Henry Brooks had five sons, James, Thomas, George, William and Henry Brooks, Jr., all tanners. When he retired, in 1816, James and George Brooks took the business. This firm soon afterward built a very substantial, and, for that period, a large warehouse, in Greenwich street, near the corner of Fulton street, where they did business for several years. There were, at that time leather stores in Vesey and Greenwich streets, but the business was gradually tending toward the Swamp, and in 1836, Jacob Lorillard having finished his fine block of stores on Gold street, at the head of Ferry street, the firm hired and moved into No. 87. At this time Mr. William Brooks, a younger brother, was admitted to the firm, and remained a member until 1844, the firm name for that period being James & George Brooks & Co. Here they remained until 1840, when they bought the premises on the northwest corner of Jacob and Ferry streets, where they continued in business until 1854, when the firm of James & George Brooks was dissolved, and the junior partner retired. The senior partner, however, continued the business at No. 20 Ferry street, and afterward in Spruce street, until 1861.

Thus, for nearly half a century, was Mr. James



Brooks actively engaged in the hide and leather business in New York. The transactions in which the firm were engaged were at times of great magnitude, and the vicissitudes of trade through which they passed were, sometimes, of great severity, but they never failed to fulfill all their obligations, and, as they always abstained from speculation, and adhered strictly to their legitimate business, they came to be well known as among the most "safe" men for any transaction in their line in the New York Swamp. Contemporaries as they were with Gideon Lee, and most of the other older members of the trade, they competed successfully with them for a large share of the business which was done during the period of the existence of the firm, and were often, with them, participators in large transactions in hides, before the brokerage system had been established, or while it was yet only in its infancy, and their private liberality, together with their strict integrity in all their dealings, was conspicuous among men whose memories have always been remembered with pride.

Mr. Brooks died at Plainfield, N. J., Aug. 6, 1868.

H. J. Brooks & Co. succeeded to James and George Brooks. Addison and Alfred, sons of George Brooks, with Henry J. Brooks, composed the firm. They owned the Brookston and other tanneries, but went out of business several years ago. William Brooks was a hide broker for several years. His son, H. Josiah Brooks, was subse-

quently a partner with James B. Dewson. He was a very honorable man, as indeed were all of this old family of tanners who did business in New York for a hundred years.

#### THE MATTISONS.

The Mattison family were well known in the leather trade. Alexander Mattison, a currier, came to New York from "Mattison's Corners," New Jersey, about 1825. He was a clerk, and had an interest with Bullard & Co., and member of the firm of Bullard & Mattison, 1836 to 1840. Joseph E. Mattison went to New York from Flenington, N. J., in 1830, and became a clerk for Austin Melvin, in Ferry street. In 1843-44, with his brother, Alexander, he formed the firm of A. & J. Mattison. Alexander Mattison died in 1852. Charles H. Isham had been a partner as Mattisons & Isham. Mr. Isham withdrew in 1857 and John F. McCoy took his place. The firm of Mattison & McCoy lasted nineteen years. When Joseph B. Mattison retired with an abundant fortune. Mr. Mattison died Jan. 8, 1892. Mahlon Mattison was a prominent leather merchant. Alexander W. Mattison was a clerk for some of these Mattisons. All were his cousins. He did business for some time as A. W. Mattison & Co., and is now with the United States Leather Co.

John Fox McCoy had a good record as a trader. He came from Easton, Pa., and went as clerk with Young & Schultz. He was a partner from 1854 to 1857. Then he funded the firm of Mattison & Mc-

Coy. He tanned in Carthage, N. Y., for a time and in 1880 came to New York and became a partner in the brokerage business of Dewson, Hull & Co. In 1887 he sold the hides of the Eastman Company. He went south and died there the same year.

#### DAVID BRYSON.

Is a name that long since disappeared from the Swamp. He was a native of Ireland. He fought for his country in 1798, and with others of his unsuccessful countrymen fled to America soon after. On arriving in New York, Mr. Bryson commenced working at his trade, as a tanner and currier, and after a short period undertook business at 48 Frankfort street. He manufactured fine calfskins for boot uppers, and his skill in this branch was such that he very soon laid the foundation of a large fortune.

Mr. Bryson's father, and brother, were concerned in the rising of 1798, and a price was set on the head of each of them. The brother was captured, tried and sentenced to death, but this was commuted to a service of twenty years in the British army. David Bryson went to Antigua, where the regiment was stationed, and through the help of a slave aided his brother to desert and brought him to America, where he also made a fortune and died at Richmond, Va.

In 1810 Mr. Bryson bought the ground, 60 x 100 feet, on Frankfort opposite Gold street, for \$6,000. Here he built a handsome two-story house and

lived there with his tannery next door. Both stood there until the bridge was built. Mr. Bryson founded the Phoenix Bank and was a director there about forty years. He died in 1850. His son Peter M. Bryson, was afterwards president of the Phoenix Bank. David Bryson was a very courtly Irish gentleman. He was a bitter political partisan. There arose a difference between him and Gideon Lee. The latter called at Mr. Bryson's house for a conference, Mr. Bryson met him at the door and with a low bow and wave of the hand, said: "I decline to hold any conference with the Honorable Gideon Lee."

#### ZADOCK PRATT'S EVENTFUL CAREER.

A curious bit of biography was the Chronology of Zadock Pratt, published in book form in 1867. Col. Pratt boarded at the St. Nicholas Hotel at the time, and a member of our staff wrote it from his dictation. To him the Colonel narrated the events of his life. He was born in 1790 and learned to be a tanner. His early struggles were similar to those of most boys of his time who strove to rise in the world. He settled at Prattsville, on the Schoharie Creek and eventually built one of the largest tanneries in the state there. He also built up the village and a prosperous town! He put down tanneries at Windham and Samsonville, N. Y., and Aldenville and Gouldboro, Pa. These had over 2,000 vats and their product was 210,000 sides of leather yearly. John Watson and Jay Gould were

his partners at different times.

Zadock Pratt sold his leather through Gideon Lee and his firms and through Corse & Pratt, of New York. He kept statistics which are of value. In 1827 he, and his brother tanners, omitted to skive, thus making heavier leather. His "gains" on tanning dry hides from 1825 to 1830 were 20 per cent.; from 1830 to 1835, 37 7-10 per cent.; from 1835 to 1840, 44 4-10 per cent.; and 1840 to 1850, 64 6-10 per cent. His gains on Angostura hides, after that were 79 67-100 per cent. He made 58 pounds of leather from 100 pounds city slaughter hides. In 1850, he gave his son, Geo. W. Pratt, and daughter, Julia H. Pratt, \$50,000 and one half of a tannery each. He raised and equipped the Prattsville Guards and was commissioned as their colonel. He closed his tanning business in 1859.

Col. Pratt served two terms in Congress, 1842 to 1846. He first moved for a survey of the Pacific Railway, was Chairman of the Committee to build the General Post Office, proposed the first mission to Japan, and originated the bill establishing the Department of the Interior. In 1852 he was chosen Elector for the Eleventh Congressional District of New York, was made Chairman of the Electoral College and with his colleagues put in their vote for Franklin Pierce and William R. King, the democratic nominees.

Colonel Pratt founded the Prattsville Bank in 1842, with \$100,000, and in 1852 had doubled its

assets. He had curious business methods. He would loan to farmers and others, he had never seen, after examining their features and looking at their hands to see if they were working men. He said he never had one of their notes left unpaid. After he retired from business he visited every part of the world. He married his fourth wife when he was 79 years old. She had been previously employed in the office of the "Shoe and Leather Reporter," where she had, no doubt acquired that amiability and flavor of the Swamp that made her attractive to the old tanner.

Colonel Pratt was a man of imposing appearance. He stood six feet, two inches in height. He had four iron gray horses which he drove across the mountains to Albany and New York. He helped many a teamster out the the mud by "giving him a lift" with his horses. He was a charitable man and boasted that there were no poor families in Prattsville. Colonel Pratt died in May, 1871.

#### PRATT'S PICTURED ROCKS.

Colonel Zadock Pratt gave a park to Prattsville in 1840. On a large rock near the road he had inscriptions carved, also his bust with "Bureau of Statistics, 1844," and tanning implements. In a square, inclosed in a wreath were the names of his two children, George W. and Julia H. Pratt, and these lines:

"Let virtue be your greatest care  
And study your delight,  
So will your days be ever fair,  
And peaceable your nights."

There was also a hemlock tree carved in bold relief, together with his favorite horse and inscriptions and statistics relating to his dairy farm. Several stone seats were cut in the rock. In 1866 he added a niche in which he placed a colossal bust of his son, Colonel George W. Pratt, who fell upon the battlefield. He was represented in full uniform, with inscriptions relating his military career. This piece of work is discernable from the road, at least a quarter of a mile distant. Mrs. Ingersoll, Colonel Pratt's daughter, has had the poetry and dairy statistics put there by her father erased from the rocks. Otherwise the sculpture remains intact, and strangers drive for miles to see the only work of the kind in the United States.

#### GEORGE W. PRATT.

This excellent man, who was a merchant and a scholar, was the son of Zadock Pratt. His mother was the youngest sister of Col. John Watson. She was also the mother of Col. Pratt's only daughter, Julia H., who married Hon. Colin M. Ingersoll, of New Haven, Conn. George W. Pratt was educated in this country, but was awarded the degree of Doctor of Philosophy at the University of Mecklenberg, Germany, for his universal attainments as a linguist. He was master of sixteen languages. With his sister, he made the tour of Europe and went up the Nile. This trip cost their father \$16,000, which he said "was money well spent."

In 1852 George W. Pratt went to New York and



became a partner with Israel Corse. The firm of Corse & Pratt and Corse, Pratt & Co., did a prosperous business for ten years. In 1855 Mr. Pratt was married to Miss Tibbets, of Albany, and afterwards resided in that city. He was elected, in 1857, State Senator. In October, 1861, he raised the 20th regiment of volunteers (The Ulster Guard), and marched at their head to the war. His neighbors in the Swamp presented to him a sword, war horse and accoutrements. His regiment, at that time, paraded in the Swamp, where they were banqueted, and received an ovation deemed fitting for fighting tanners, for such they were. Half the men in Zadock Pratt's tannery enlisted, and each received \$5 and a guaranty of support for their families during service, from the patriotic old tanner. On the 30th day of August, 1862, Colonel George W. Pratt fell bravely fighting at the head of his men at the second battle of Manassas. He was borne from the field, carried to Albany, and died there on September 11th, 1862, at the age of thirty-four years.

#### THE LAPHAMS AS TANNERS.

Anson E. Lapham, the founder of the tanning branch of this family, was a brother-in-law and partner of Jonathan Thorne. He engaged in business with him in 1833, and later formed the firm of Lapham & Bulkley and afterwards had special capital in the house of Lapham & Clarendon. He retired in 1861, to his elegant home in Skaneateles, N. Y.,

and died there in October, 1876. Men now or formerly prominent in the trade were relatives of this merchant. He was an uncle to Henry G. Lapham and Oliver K. Lapham and grand uncle to Arden B. and Walter S. Lapham, of Chicago and New York, and Edward N. Lapham, the Chicago hide buyer for the United States Leather Co., and of course, of John J. and Louis H. Lapham. The venerable Miss Susan B. Anthony is a cousin of Anson E. Lapham. He aided her financially in many of her efforts to elevate the political position of her sex. In 1867, or thereabouts, he gave her \$4,000 to assist her paper "The Revolution." Miss Anthony, by the way, lectured until she had saved \$10,000 to pay off the debts of that paper. Anson E. Lapham was somewhat rotund in person, had a round, full face, a soft low voice and was very gentlemanly in manner. He dressed in Friends garb.

Henry G. Lapham came to New York and entered the employ of Lapham & Bulkley in 1854. The firm was dissolved by the retirement of Anson Lapham in 1861, and became Bulkley & Lapham. In 1867 it was changed to Lapham & Bulkley, at which time G. A. Vail was admitted, and in 1870 to H. G. Lapham & Co., Mr. Bulkley retiring. It was Lapham & Clarendon for awhile. In 1873 the firm became Lapham, Costello & Co., P. C. & P. H. Costello, of Camden, Oneida Co., N. Y., joining it. In 1876, John J. Lapham, the eldest son of Mr. Lapham, was admitted, and in 1885 Louis H. Lapham, his youngest son. George A. Vail was a

partner. This firm was dissolved Feb. 1, 1887, the Messrs. Costello withdrawing to form the house of P. C. Costello & Co.. The remaining partners continued, adopting the style of H. G. Lapham & Co.

In 1876 Mr. Lapham built and occupied the large store 26 and 28 Ferry street, now the headquarters of the United States Leather Company. His business career was very successful. He accumulated a large fortune and was a man of unusual ability, who would have achieved success in almost any calling. He was a devoted supporter of the cause of total abstinence. At a meeting of the hide and leather trade to take action on Mr. Lapham's decease, which occurred Jan. 28th, 1888, A. Augustus Healy said that upon one occasion Mr. Lapham called at the office of the prohibition organ and handed the editor a check for \$500 with which to promote the cause, refusing to reveal his identity or let his name be known, and it was only by an accident that it was afterward discovered by one of the members of our trade. Mr. Lapham's support of temperance, proceeding from such motives as were his, was one of the most praiseworthy acts of his career. He was also a man of strict integrity and great benevolence.

Mr. Lapham's firm was continued until 1893, when their tanneries were sold to the United States Leather Company. His son Louis H. Lapham is a vice president of that company. George A. Vail and John J. Lapham are directors.

**BULKLEY & LAPHAM.**

Joseph E. Bulkley came to New York from Rocky Hill, Conn., when he was thirteen years of age. He became a clerk for E. K. Pritchett, who under that name ran a branch of the business of Pritchett, Baugh & Co., of Philadelphia.

In 1840 Mr. Bulkley went in business with H. J. Brooks. They dissolved partnership in 1853, each having made a fortune. Then Mr. Bulkley became a partner with Anson Lapham. This lasted from 1854 to 1861, as Lapham & Bulkley. Anson Lapham retired. Henry G. Lapham took his place as Bulkley & Lapham. E. W. Bulkley was admitted in 1864 and Justus L. Bulkley in 1866. In 1870 Joseph E. Bulkley retired from the Lapham firm and founded the house of J. E. Bulkley & Sons, with Edmund W. and Justus L. Bulkley as his partners. E. W. Bulkley died May 7, 1875. The house continued the sole leather tanning business. The senior partner died Nov. 17, 1879. Joseph E. Bulkley was one of the original directors of the Park Bank and for several years its vice-president. He was universally respected and esteemed.

Justus L. Bulkley succeeded to the business, which he carried on to 1899, when he discontinued tanning. He has been a successful tanner and is a thorough business man of sterling integrity. He owns the stores 74 and 76 also 73 and 75 Gold street, and the fine block on the south east corner of Gold and Ferry streets. Mr. Bulkley was ap-

pointed in the will of Daniel B. Fayerweather as an executor of his estate. Although it was involved in much litigation, he acted with perfect exactness and justice in carrying out the wishes of the millionaire leather dealer.

**WILLIAM P. MILLER.**

This man was a highly esteemed member of our trade. He was born in William, near Spruce street, in 1812. In 1831 he went with Austin Melvin and in 1832 became a member of the firm, with Jacob Lorillard as special partner. This was the first instance of a special partnership in this trade. Mr. Lorillard held this partnership all the time Mr. Miller was in business. He built the store 85 Gold street for him. Mr. Miller retired several years before his death, which occurred Dec. 29, 1872.

**AUSTIN MELVIN.**

Who is still remembered as one of the most honorable and energetic of merchants, came from Massachusetts and entered the employ of Gideon Lee, in 1815. He set out in business on a capital of \$1,500, which Mr. Lee loaned him. His profits were \$60,000 in ten years. Then he formed a partnership with Wm. P. Miller, which was soon dissolved. In 1837 Mr. Melvin failed for \$500,000, but afterwards paid all his debts in full. His subsequent partners were Henry Bauge and two sons of Shepherd Knapp. When he died, in 1858, Fredk. Fawcett wrote a memorial of Mr. Melvin, at the request of members of the trade.

## THOMAS SMULL.

came to New York in 1827, just after having served an apprenticeship at tanning in Bethlehem, Pa. He went into business with Andrew Robb, a nephew of David Bryson. They failed in 1829, paying at the time only a small dividend, but Thomas Smull, in after life, paid all of his debts in full. From that time his career was successful. He went in business with Thomas Miles, at 23 Ferry street, in 1834, with a capital of \$2,200. The firm was Thomas Smull & Co. They tanned Calcutta hides and hair sealskins for trunks, and did a commission leather business.

The following incident will show that Mr. Smull had a good share of the caution requisite for success in business. About the time his partnership with Mr. Miles was formed, he trusted a tanner with \$4,000 worth of hides to be tanned on joint account. It was his first contract and he went to a leading Swamp merchant to borrow a form of agreement used in such cases. To this he added a clause, not used at that time, to the effect that the hides were not to change ownership, but remain the property of Mr. Smull through all the stages of tanning until the leather was returned to New York for sale. The tanner failed and confessed judgment in favor of his father, who sold the stock in the tanyard. Several Swamp merchants were among the creditors and they replevined the stock, but upon the case coming to trial, the contracts, being without the saving clause, were ig-



nored by the jury. Mr. Smull, alone, recovered his stock. His carefulness in this transaction saved him from a loss of nearly twice the amount of his entire capital at the time.

In 1834 Mr. Smull became acquainted with Nathaniel Gilman, of Waterville, Me., a merchant of great experience, enlarged views, a good judge of human nature, and withal a rich man. Mr. Gilman came to New York to sell a cargo of African hides, and wishing to open business relations with the smaller leather dealers, he inquired the standing and made the acquaintance of those on Ferry street. He was told that it was safe to trust the firm of T. Smull & Co. about a thousand dollars, and accordingly let them have that amount of hides, but liking their manner of doing business he shortly after left the unsold portion of his cargo in their hands for disposal, telling them he should return the next year with more, and they could sell the hides and use the proceeds, paying interest therefor until that time. His business relations with Mr. Smull were of such magnitude that he very soon entrusted him with the disposal of cargoes of hides, etc., until they held of his funds some fifty thousand dollars, which by agreement was employed on joint account.

At this time Mr. Smull was less than thirty years of age. Mr. Gilman was an old and experienced merchant, and the confidence which he manifested in so young a man was certainly highly complimentary to the latter.



The firm of Gilman, Smull & Co., was formed in 1840, the partners being Nathaniel Gilman, senior, Thomas Smull and N. Gilman, Jr. The large experience and resources of the new firm enabled them at once to take a leading position among the hide and leather merchants of New York. They imported largely of African hides and after a prosperous connection of five years the Messrs. Gilman retired from the firm and Mr. Smull continued until 1852, having as special partner Mr. Jonathan Thorne, who contributed \$50,000 cash capital to the common stock.

The firm of Smull & Healy was formed in 1852 by the admission of Aaron Healy, who had been in Mr. Smull's employ since 1839. They were located at No. 5 Ferry street, and Mr. Thorne still continued as special partner, putting into the new firm the sum of \$100,000. This continued for four years, or until 1856, when Mr. Healy bought the business of the firm.

The house of Thomas Smull & Sons was formed in 1856, and consisted of Thomas Smull, his two sons Thomas Levan and Charles Gilman Smull, Mr. John Burke, formerly a confidential clerk in the house of Gideon Lee & Co., and Mr. Thorne as special partner. They were located at No. 76 Gold street. This partnership was to have continued six years, but in 1860 the interest of the partners was purchased and the business was continued by Mr. Smull and his sons. These afterwards founded the firm of T. L. & C. G. Smull. They built a large

block of stores on Frankfort street at the head of Gold street. Renwick Speers was a partner. They discontinued several years ago. Thomas Smull was one of the originators of the Sixpenny Savings Bank, of which Thomas Miles, his partner, was president for many years. This was the first bank to receive deposits of small sums. He was one of the incorporators and a director in the Metropolitan Bank of New York and the First National of Sing Sing. He died at his house in Gramercy Park, New York, November 27th, 1867.

Thomas Le Van Smull was the second son of Thomas Smull. He became a clerk for Smull & Healy, when he left school. After his father's death he formed the firm of Thomas L Smull & Co. Le Van S. Peck and Thomas Speers were junior partners. Later Mr. Smull did business in his individual name. He owned the Athens, Pa., tannery and lived in that town. He removed to Caldwell, N. J., and died there May 29th, 1892.

Sons of Nathaniel Gilman followed him in the hide and leather trade. George F. Gilman had some experience, but he left the business and founded a great tea house in Vesey street. Another son, W. W. Gilman (Wat Gilman) was a tanner. He bought 11,000 acres in Sullivan County, built a tannery and founded the town of Gilman. He sold the leather at 10 Ferry street. His father, Nathaniel Gilman, was a millionaire. His estate was in court more than thirty years. W. W. Gilman died Dec. 5, 1885. He had a son who closed out his

father's leather business and went west to deal in real estate.

#### AARON HEALY.

For many years a leading leather merchant, was born in Hallowell, Me. He was a nephew of Nathaniel Gilman, at whose suggestion he came to New York, in 1839, and was employed by Gilman, Smull & Co. Within the next two years he made two voyages to Africa for the firm, as super-cargo, returning with cargoes of hides. At that time Gilman, Smull & Co. were doing business at No. 11 Ferry street. In 1844 they moved to No. 5 Ferry street. In 1852 the firm became Smull & Healy, with Jonathan Thorne as special partner. In 1856 Mr. Healy bought the business. Charles B. Platt, his bookkeeper, was admitted in 1863, and Robert B. Woodward, salesman, as partner in 1869. The firm, formerly A. Healy & Co., was then changed to Healy, Platt & Co., In 1873 the partnership was dissolved and the house of A. Healy & Son, consisting of Aaron Healy and his son A. Augustus Healy, was formed. Frank Healy became a partner later and the style was changed to A. Healy & Sons. Aaron Healy did business at 3 and 5 Ferry street from 1844 to 1893, when the tanneries of the firm were merged in the United States Leather Company. In 1866 he bought the property at the corner of Gold and Ferry streets, from James Kerrigan, for \$80,000. On that site he erected, in 1890,, a solid ten-story structure, which now bears his name.

Mr. Healy had a natural taste for art, and began to form a collection of paintings in 1863, which he sold at auction in 1891. They realized \$130,000, which was considerable more than their original cost.

A. Augustus Healy is a member of the firm of A. Healy & Sons. He is a director in the Hide and Leather National Bank and in the United States Leather Company. He has held official positions in the national and city governments, and for several years has been president of the Brooklyn Institute of Arts and Sciences. Like his father, he is also an art collector.

Frank Healy, a younger son and member of the firm, is now president of the New York Counter Comapny.

#### MATTHEW ARMSTRONG.

Was the founder of the wholesale shoe findings business in New York, in 1832. His store was then in Vesey street. In 1847 he moved to Ferry street. He died rich and honored in June, 1865. Three sons, John, Matthew and William Armstrong, inkerited the business. They occupied the large store northwest corner of Ferry and Jacob streets, and for many years carried on a flourishing trade. They bought the great factory of the Bronx Wool and Leather Company at West Farms, on the Bronx River, but it proved an unfortunate speculation. All the brothers are dead. William Armstrong, a son of Matthew Armstrong and grandson of the founder of the house, is superin-

tendent of the Armstrong Leather Company works at Peabody, Mass.

#### EDWARD GODFREY.

Founded the firm of E. Godfrey & Sons, which for nearly thirty years was the largest leather and findings house in New York. Mr. Godfrey was a shoe manufacturer of West Point, and made a fortune supplying shoes for the troops in the Mexican War. He came to New York in 1850 and located in Pearl street, but in 1864 purchased the store 29 Spruce street, rebuilt it and did business there. He died in August, 1864. His sons succeeded; the youngest of them, Joseph Godfrey, was a leather dealer up 1899.

Alexander Studwell was a man of great energy and ability. He came to New York as clerk in the wholesale shoe house of L. S. Benton & Co. in Pearl street, when he was a boy. In 1844 he founded the leather firm of Gillespie & Studwell. In 1854 he retired, put his money in Illinois and Western railroads and lost it. In 1865, with his sons, Henry, George S. and William Studwell, he formed the firm of A. Studwell & Co. In 1881 he retired with a considerable fortune and died at Great Barrington, Mass., October 5th, 1891.

#### THE PIRATE TANNERS.

There are old people in the Catskills who remember the "Pirate Tanners." This is the story. About the year 1822 a bark sailed from Philadelphia bound

to the West Indies on a trading voyage. She had on board \$35,000 in Spanish coin belonging to Stephen Girard. When they got outside of Cape May the colored cook, named Wausley, and Gibbs, a sailor, conspired to seize the vessel and money. The rest of the crew joined them. The captain was killed with an axe and his body thrown overboard. The two mates were wounded and thrown after him. One mate survived and swam some distance after the vessel begging to be taken aboard. He was struck with an oar and killed. Then the vessel was headed for New York. A storm came up, but the sailors got their vessel inside of Sandy Hook and made Coney Island. Two boats were lowered with a chest of money in each. One boat was swamped on the beach. The crew filled their pockets from the chest and then the boat went down with the chest and contents, but the men got on shore. The other boat got through the surf and the chest it carried was buried in the sand. Then all hands went to the resorts, which even then existed on the island, and began a drunken orgie. A fight occurred and one of the sailors divulged the secret. Some citizens gathered to arrest them, but all except Gibbs and Wausley escaped. These two were afterwards convicted of piracy and hanged on Bedloe's Island, where the Statue of Liberty now stands. The next morning after the sailors landed the citizens of Coney Island went to the beach to secure the buried chest of dollars. A hole was found from which the treasure had been dug up and carried off.



A few weeks after this occurrence two strangers came to Prattsville, N. Y., and announced their intention of going into tanning. They purchased a property and improved it for that purpose. Cunningham & McCormick, of Jacob street, New York, stocked it with hides. After about a year it burned down. The tannery had been heavily insured, but it was discovered that one of the largest policies expired the day before the fire. Hugh McCormick came up from the city to investigate. He only said, "They showed very poor judgment." The tanners collected all the insurance they could and disappeared. Many stories are told of their habits. How they lived alone, never spoke to their neighbors, and on comparing their early expenditure it was found they had paid out much silver coin. An agent of Stephen Girard came up to Prattsville, and then it was found out that two of the crew of the bark the pirates robbed were tanners who left Philadelphia to go to sea. These were no doubt the men who dug up the chest of money buried on Coney Island and invested it in tanning sole leather in Greene County.

#### WILLIAM SHERWOOD

Was a familiar figure in the trade for almost sixty-five years and was at the time of his death, at the age of 83 years, the oldest merchant in the leather business. He was born in Burlington, Vt., and came to New York in 1829. He worked at currying for David Bryson, in Frankfort street, and



others until 1832, when he went to Newark, N. J., to avoid the cholera. He worked for Seth Boyden, currying patent and enameled leather eight years. In 1841 he returned and went into business for himself in Ferry street. Hansen K. Corning, a leather inspector, was special partner with Mr. Sherwood for several years. During the Mexican War Mr. Sherwood furnished large quantities of army leather for government use and made money. Elijah T. Brown, Josiah T. Tubby and Valentine Seaman were at different times partners with Mr. Sherwood. Oliver Cromwell, of Highland Falls, N. Y., tanned calfskins in partnership with him. In 1867 his son, Milton T. Sherwood became a partner, but retired in 1878. They did a commission business, but it fell off greatly. Mr. Sherwood did business for some time alone, but he was not very successful. He was an honorable merchant. He died January 6th, 1895, at Little Silver, N. J.

#### DAVID WALLERSTEIN

was a pioneer in importing French calfskins. He was also among the first to bring patent leather to this country. He located in Beaver street in 1847 and did a successful trade. In 1859 he came to the Swamp. He established the celebrated Simon Ullmo tannery in Lyons and sold the product in this country. Mr. Wallerstein was a patron of music and art. He was a merchant of sound integrity and great ability. He died December 31st, 1881. His son, Henry Wallerstein, was a member of the Stock

Exchange, but he left Wall street and has since conducted the business founded by his father. Henry Wallerstein is a member of the Chamber of Commerce and a leader in any efforts to advance the trade interests of New York.

#### ISAAC H. BAILEY

Was for any years prominent in the leather trade. He used to be called "The Voice of the Swamp," for when any speech making was to do, he could and did do it. He was born in Yarmouth, Maine, and came here about 1837, when he was eighteen years old. He found employment with Gideon Lee & Co. About 1840, Wm. B. Isham, George Palen and Mr. Bailey left the Lee store, formed a firm and dealt in hides and leather. Mr. Isham retired and the house of George Palen & Co., with Mr. Bailey as junior partner, was formed. This lasted to about 1868, when with J. W. Wiesel, the firm of Bailey & Wiesel went into tanning. They made the Germania hemlock sole, using mostly California hides, and about 1871 Mr. Bailey went out of the leather business. He was interested in politics and was appointed Commissioner of Charities and Correction. In 1875 he assumed charge of the "Shoe and Leather Reporter," and when he died, in 1898, was its editor. He was intimate with many public men, and General Grant, at the solicitation of Roscoe Conklin, offered him the Collectorship of the Port of New York, but he declined.

**HIDE BROKERS.**

The earliest broker in New York was Thomas Pyne. His office was in Wall street. He sold cotton, wool, tea, hides and any other merchandise he could secure customers for. He used to have stuffed seals and seal skins hanging on the walls of his office. There were a great many seal skins finished in the Swamp seventy years ago. They were mainly used to cover trunks.

Hezekiah D. Hull was the pioneer hide broker. He came to New York in 1832 from Hull's Farms, Conn., and began as clerk for Benjamin Marsh in Ferry street. He saved a moderate capital and then went into the leather business for himself. In a few years he lost his money and then entered the brokerage field with the idea of making the sale of hides a specialty. With this view he devoted himself, early and late, to the acquisition of such information as would enable him to act advantageously as a medium between the importer and buyer of hides and skins. But he was met with the most determined and persistent opposition at the very outset. There was a strong prejudice against the method of doing business through the medium of a broker, among the importers as well as among the buyers of hides and skins, many of the latter supposing their own facilities for buying to be far better. Mr. Hull's wonderful energy and perseverance were in no way diminished by the strong opposition which thus met him at the commencement of his undertaking.

The first sale of hides which he made was to Messrs. James & George Brooks, of Ferry street, in 1838.



H. D. HULL.  
PIONEER HIDE BROKER.

The year that Mr. Hull commenced—1838—the import of hides was 613,500 pieces of all sorts, valued at about two million dollars. Mr. Hull issued the first trade circular in 1854.

In addition to the prosecution of his regular business, Mr. Hull also, after he had succeeded in established himself, was a frequent purchaser of the notes of such buyers in the Swamp as he knew to be reliable. The importer would fix a certain price upon his hides and skins, if Mr. Hull would dispose of the paper offered in payment within a certain margin. The bills of some of the Swamp merchants were not then as favorably known in Wall street as at the present time, and Mr. Hull would, as far as possible, take these bills himself, and he often held large amounts of this paper.

It was by such means as these, by dint of hard work and steady perseverance, that Mr. Hull gradually built up a business which secured for him a handsome competence and opened up a field in which he had many successors.

H. D. Hull died in New Canaan, Conn., February 5, 1866. His only son, Henry I. Hull, succeeded to his business and has carried it on, at times alone and at times with partners, since 1866.

Lucien and Orrin Terry began as hide brokers at 59 Ferry street about 1850. They did a large business in Orinoco hides. Afterwards they became regular dealers and failed. Both are dead now. William Brooks and his son, H. Josiah Brooks, were early brokers. Valentine Everett was a broker. Simon B. Hunt and Stephen Brown were partners in the business at one time.

Jesse Pickard and John Andresen formed the firm of Pickard & Andresen, hide brokers, about

1857. Mr. Pickard died June 17th, 1884. He was widely known in the trade and universally respected. His son, Frederic W. Pickard, is a hide broker.

John Andresen is now of the firm of John Andresen & Son, Chas. A. Andresen being the junior partner. This firm are honorable, upright men, in whom the trade have the fullest confidence.

James B. Dewson, about 1857, went in the store of Robertson & Butman, afterwards Thorne, Watson & Butman. He began in the hide brokerage with Pickard & Andresen and later formed the firms of Brooks & Dewson, Dewson, Hull & Co., and is now the prior of James B. Dewson & Co. with John F. Crosson and Pierce J. McCarthy as partners. They are popular, and sell their quota of hides.

Wiesel & Wiedemeyer and L. Ludovici were hide brokers of old. Henry Danforth was once a partner with H. Josiah Brooks. These brokers sold almost all the hides tanners used, and were expected to deal impartially as between tanners and importers.

Benj. M. Day is the veteran goatskin broker. William Friel has been the chosen selector of skins for thirty years. Pfarrar & Templin are gaining a foothold in the trade. The goatskin trade is a large one. Something like 40,000,000 skins are imported annually.

Hide brokers' charges are three-quarters of one per cent. for sales of dry hides the product



of the American Continent, and one per cent. on wet salted hides and skins.

Joseph R. E. Moore was born in Liberty street. His father was a prominent merchant. In 1862 Mr. Moore went into the office of Stephen Brown and afterwards became a partner in hide brokerage. In 1870 he was in business with Mark Hoyt, then with Dewson & West, Moore & Moody, and for several years has transacted business alone.

#### EDWIN B. STIMPSON

Came from England in 1853. He founded the business of making small machines for shoe manufacturers and dealt in fine leather. He did business in the Swamp for thirty years. He was a generous-hearted man, of strict integrity, and an inventor of great ability. He died October 6, 1888. His son, who bore the same name, succeeded. He shows the same gentlemanly characteristics and ability possessed by his honored father, and has greatly enlarged the business of devising shoe patterns and inventing the contrivances for making them.

#### CHARLES HAUSELT

Was a merchant prince in the New York leather trade. He came from Germany in 1840 to represent Doerr & Rhinehart, of Worms, in their patent and wax calfskin, a business his successors still retain. About twenty years ago his nephews, Charles E. Hauselt and Oscar Scherer, went with him and



became partners. They added the manufacture of "Flower City" and "Empire City" kid. Charles Hauselt died February 7th, 1890, and after that his successors greatly enlarged the business. Charles E. Hauselt retired in 1898 and Oscar Scherer and Albert G. Scherer took over the business and formed the firm of Oscar Scherer & Brother. Albert G. Scherer had been the manufacturer. Their product, especially in colored kid, took the highest rank. They opened an export trade and sell their kid to every part of the world where leather is used.

Charles Hauselt, the founder of this firm, was for nine years president of the German Society of New York. In 1886 he received from the Emperor of Germany the Crown Order, Third Class, for services rendered to Germans in this country.

#### THEODORE L. LUTKINS

Was an importer and dealer in sheepskins and fine leather almost forty years. He was noted for being the largest man in the leather trade. He was six feet four inches tall and stout in proportion. He died November 19th, 1891, aged 64 years. He was a faithful, charitable, honorable man. His sons, T. L. Lutkins, Stephen L. Lutkins and Clifford L. Lutkins are in the sheepskin business.

#### JOHN B. WOODWARD

Was in the trade many years as manager in New York for the Buenos Ayres house of Edward Haines, dealer in hides and wool. Mr. Woodward

was born in Brooklyn in 1835. He was prominent in military circles. In 1854 he joined the Brooklyn City Guard. At the breaking out of the war he went to the front as Colonel of the Thirteenth (Brooklyn) Regiment. He served through the war. The Swamp merchants presented him with a beautiful and very valuable horse. In 1868 Colonel Woodward was appointed Major General of the National Guard, Inspector General in 1875 and Adjutant General in 1877 and 1878. He was president of the Third Avenue National Bank and for twenty-eight years a trustee and eight years president of the Brooklyn Institute of Arts and Sciences. He died March 7, 1896. His associates at the Institute held a memorial meeting on May 7th of that year at the Church of the Savior in Brooklyn in honor of his memory. His successor, A. Augustus Healy, President of the Institute, was in the chair, and he made the memorial address. Rev. S. A. Elliott, ex-Governor Bulkeley of Connecticut, and General Stewart L. Woodford made addresses.

#### GEORGE EVANS

Came from England and went into the leather business in 1828. He was located at No. 1 Jacob street for thirty-five years. Mr. Evans was an affable, courteous merchant, and highly esteemed. His oldest son is still in the Swamp.

#### JAMES MEINEL

Was a noted Swamper whom few now remember. He manufactured goat skins from 1809 to 1825.

He was a practical man and made good kid. In 1825 he left the business. He owned the premises No. 28 Ferry street, and in 1830 he returned there and did a commission business in hides and leather with Richard Stout and James Meinel, Jr., as partners. The firm of Meinel & Stout was successful and the partners retired with ample fortunes about 1848. Mr. Meinel died that year. He was a capital shot and a great sportsman. He was a frequent prize winner in the "turkey shootings" held regularly in the Swamp when he first engaged in business. He built and owned the "Globe" Theatre on Broadway. His son, James, Jr., was a practical joker and some people were afraid to pass his store for fear of snow balls hurled from the roof, or "juicy bricks" set in the sidewalk. Of course there were sharp clerks in Ferry street who retaliated, and he got drenched more than once with pails of water emptied from overhead just as he was carrying out some of his plans for mischief.

#### FRIEND H. BURT

Worked as a boy in the Swamp and learned to be a currier. He went East and tanned in Massachusetts for several years. In 1855 he was elected a member of the Massachusetts Legislature on the Free Soil ticket. Afterwards he became a citizen of New York and in 1860 was elected to the Legislature from that State. In 1866, with his son, Frank Burt, he went to Mannington, West Virginia, and began tanning oak sole and rough. He bought a

great tract of land and there are more than thirty oil wells on it running some hundreds of gallons daily. His son, Frank Burt, has been Grand Master of Masons for his State. He is a great advocate of temperance, and was one of the officials of Prohibition Park, Staten Island.

Thomas S. Chapman came from Utica, where he had been in the banking business, and with Thomas Everit, son of Valentine Everit, made up the firm of Everit & Chapman. They continued ten years, at the end of which time he connected himself with Whitcomb & Hill, tanners in western New York, and did business as Whitcomb & Chapman, at 9 Ferry street. They used to sell Burt's Mannington leather and in 1893 Frank Burt, the tanner, came here and became a partner in the firm of Chapman & Burt.

#### THE WILLETS FAMILY.

This great house was founded by R. Willets in 1826. They built a store in Pearl street, running through to Cliff street, in 1840, and the firm still own and occupy it. In 1840 they began to receive hides. For many years they got all the California hides that came to New York. In 1875 they built the Stoneham tannery and sold the leather until 1893, when it merged in the United States Leather Company. The Willets family are of the Society of Friends. They are rich and charitable.

## THE STOUTS.

The first of this name to engage in the leather trade was John W. Stout, who was a member of the firm of Meinel & Stout for a short time, about 1830. He went to New Brunswick, N. J., after that, and tanned oak calfskins. His relatives, Thomas and Richard Stout, formed the firm of T. & R. Stout in 1835, and did business at 51 Ferry street. They dealt in sole leather, made money, were conservative, and this was one of the few firms that paid in full through the panic of 1837.

Thomas Stout retired from the firm and from business in 1852. Richard Stout, with his oldest son, John W. Stout, Jr., as he has always signed himself, continued as R. Stout & Son. They engaged in tanning on their own, and in joint account, and on commission for importers of hides. One of their yards at Callicoon, Sullivan County, N. Y., was known as the Stout tannery.

John W. Stout, Jr., drew out of this firm in 1862. His brother William took his place. George H. and Richard Stout, Jr., younger brothers, engaged as partners at different dates, and when Richard Stout died January 1st, 1870, succeeded to the business. These firms were W. & R. Stout and W. R. Stout & Brother, tanners of hemlock sole. They went out of business in 1894.

In 1862 John W. Stout, Jr., founded the firm of Stout & Tuttle. Geo. W. Tuttle had been in tanning and had a leather store in Spruce street. Stout & Tuttle tanned oak, union and hemlock sole.

They dissolved in 1869 and J. W. Stout, Jr., with his brother, George H. Stout, founded the firm of J. W. & G. H. Stout, which dissolved in 1873, and both partners engaged in other pursuits. A few years thereafter George H. Stout came back to a partnership with his brothers, and John W. Stout, Jr., became a hide broker, which occupation he still follows.

John W. Stout, Jr., was born in his father's house on the southwest corner of Gold and Frankfort streets, in 1831. He is the only man in the leather trade, now living, who was born in the Swamp.

#### CHARLES A. SCHIEREN & CO.

Many years ago Philip F. Pasquay was a well known manufacturer of leather belting in the Swamp. He died about 1866. Charles A. Schieren was his bookkeeper. He came to this country with his parents in 1856. At first he was engaged in the cigar trade with his father, but he took a dislike to it, and in 1864 obtained a situation as a salesman in the leather belting house of Philip F. Pasquay, 25 Spruce street. By close application and energy he soon acquainted himself with the business, especially the making of leather belting. When his employer died, Mr. Schieren was selected as manager of the estate. The business was sold to Heim & Zimmerman, and with them he remained until April, 1868, when he founded the present house, at No. 92 Gold street, with the moderate savings of his four years' salary. He built up, in a





HON. CHAS. A. SCHIEREN  
MAYOR OF BROOKLYN, 1894-5.





comparatively short time, one of the leading leather belting establishments of this country. He continued alone until 1882, when he entered into co-partnership with Jacob R. Stine. The latter retired at the expiration of the term in 1887, and in 1888 F. A. M. Burrell was admitted. Mr. Burrell began as office boy in 1877, and worked his way up to the position of chief clerk, and next of partner. He has had an interest in the house since 1882. Charles A. Schieren, Jr., is a partner. The firm do an extensive business over the entire civilized world. They have branches in Boston, Philadelphia and Chicago. They own a tannery in Brooklyn, N. Y., where 60,000 sides of lace leather are made yearly; also one at Dixie, Tenn., where about 160,000 belting butts are tanned yearly, and they stock others. Mr. Schieren has of late years paid special attention to making belting suited for electric light machinery, and obtained several valuable patents for improvements made in belting in that line.

The American Leather Link Belt Company, of which Charles A. Schieren is president, occupy the building on the corner of Ferry and Cliff streets. The link belt is made from oak stock; it is very flexible and can be adjusted to any angle. It possesses grip power and pliability, and is useful when shafts are out of line with each other, or when belts need to be twisted.

Charles A. Schieren was Mayor of Brooklyn in 1894 and 1895 and is prominent in city affairs.

**HIDE AND LEATHER BANK.**

This financial institution was opened for business June 15th, 1891. The capital was \$500,000. On the first day forty-six accounts were opened and \$223,888.43 deposited. The main customers were of the leather and hide trades, but other interests were represented. Charles B. Fosdick, an importer of skins was the first president. Dick S. Ramsay, one of the ablest financiers in the country, was his successor. Mr. Ramsay is president also of the Ely & Ramsay Stove Company. Chas. A. Schieren is vice-president of this bank.

**JAMES R. PLUM & GALE.**

During the early part of this century Elias Plum was a leading leather merchant and tanner in Troy. His son, James R. Plum, came to New York as clerk for Bullard & Co. Later he engaged in business with his brother, Elias Plum, Jr., as a partner. Frank A. Gale was born in Ann street. His father, Andrew D. Gale, was of the firm of Gale, Stout & Ward, wholesale shoes. The son was of H. D. Hull & Co. from 1856 to 1868. Then he joined James R. Plum as J. R. Plum & Gale, tanners. Mr. Plum is a director in the Importers' and Traders' Bank and one of our strong financial men. He is treasurer of the United States Leather Company.

**SCHEFTEL BROTHERS.**

Morris S. Scheftel founded a leather importing house in 1862. Adolph Scheftel, who had been a

banker, came with him and the firm became Scheftel Brothers. Morris S. Scheftel died in 1865 and his brother, Adolph Scheftel, took the business. He introduced many fine brands of French skins into this country. He has retired from active participation, but invests capital in manufacturing fine leather. He is a good merchant and a benevolent man.

#### JOHN H. BOWIE

Was a famous man in his day. He was a member of the old Maryland family of that name, and came to the Swamp about 1830. He made fire buckets, fire hose, and also the leather helmets the firemen and constables used to wear, from which the constables got the name of "leather heads." Mr Bowie built the store No. 25 Ferry street about 1852 and did business there. He served in the New York Legislature, was a leather inspector and a sachem of Tammany. He left the trade and was succeeded by S. Vanderhoef & Son, now also out of business.

#### LORING ANDREWS ROBERTSON

Was one of the financial giants of the leather trade. He was born in Windham, N. Y., in 1828. He came to New York in 1857 and founded the house of Robertson & Butman. His father, George Robertson, was a partner. He was a sole leather tanner. Messrs. Thorne and Watson were special partners. This firm dissolved in 1862 and L. A. Robertson ran several tanneries and did a very

large business during the war. He tanned "Middle Valley" leather and was the first to introduce hemlock tannage in the South. After the war the people of that section were too poor to buy oak leather, to which they had been accustomed, and they took the red sides freely. Mr. Robertson laid the foundation of his great fortune in this trade. In 1870 Mr. Robertson came to New York and made a partnership with Wm. G. Hoople. The firm was Robertson & Hoople, which continued until Oct. 9, 1890, when Mr. Robertson was found dead in his bed at the St. George Hotel, Brooklyn. A flagrant attempt was made to get possession of a part of his fortune of \$2,500,000 by swindlers who put a woman forward to personate his wife. A Morocco manufacturer met her at a whist party, during which time she was being coached for the part, and was introduced to her as "the widow of L. A. Robertson, a leather dealer who had recently died." This man spoke of it to the writer of this sketch, who reported it to the heirs and relatives. Detectives were put on her track. The plot failed and the woman confessed that she had never seen Mr. Robertson. He was never married. L. A. Robertson was a merchant of great integrity who did many deeds of charity according to the Scriptural injunction.

#### GEORGE A. DOCKSTADER

Was a leather dealer and partner with Elijah T. Brown from 1856 to 1862. Mr. Dockstader left the firm and traded in leather in Spruce street until

G. Dockstader and Washington L. Cooper, his son and son-in-law, and retired. Mr. Dockstader was a charitable man, with many friends in the trade. He died July 26, 1890, aged 76 years.

ISAAC HYDE, JR.,

Was a leather merchant from 1842 to 1877. Previous to that he had been successfully engaged in the white lead trade. His first venture in leather was with Edwin R. Tremain, as Hyde & Tremain. This lasted three years. Then Mr. Hyde did business alone awhile, and in 1847 connected himself with Valentine Everit, the firm being Hyde & Everit until 1860, when it was dissolved and Edmond B. Hyde was taken as partner, under the firm name of Isaac Hyde, Jr., & Son. The senior partner retired from business in 1877. He owned the store No. 9 Ferry street.

Mr. Hyde was a just and honorable merchant. He was very social, and on several occasions entertained his associates in the Swamp at his house in Brooklyn. Isaac Hyde, Jr., died April 14, 1885, aged 74 years.

The oil firm of Hyde Bros. & Swift did business at 9 Ferry street ten years. E. B. and Harry Hyde, sons of Isaac Hyde, Jr., and T. H. Swift were the partners.

ELIJAH T. BROWN

Came into the store of Austin Melvin, who was an uncle by marriage, in 1830. He engaged in busi-

ness for himself about 1835. He was a careful operator and was always contented to do a small business. S. A. Kissam was a partner several years ago. David Myers and Geo. A. Gordon were admitted later. Mr. Gordon was a clerk with the house for several years. Mr. Brown died Oct. 10th, 1876, aged 66 years. Myers & Gordon succeeded. Mr. Myers retired. Mr. Gordon died in 1898. M. B. Willcox succeeded. E. T. Brown was a man of literary ability and an honorable and highly respected merchant.

#### FREDERICK T. FAWCETT

Went into the leather trade in 1833. He was first a clerk and then a partner with Wm. P. Miller. His firm was, later, F. & T. Fawcett and Fawcett, Benedict & Co. James S. Benedict and Warren T. Fawcett, a nephew, were partners. Mr. Fawcett was a politician in early life and active in Tammany Hall, which was then located in Chatham, at the head of Frankfort street. He and John Van Buren and Zadock Pratt were elected members the same night. Mr. Fawcett was vice-president of the Sixpenny Savings Bank at one time. He died in May, 1877. He was a man of dignified character, thorough honesty, and possessed of considerable literary ability. His son, Edgar Fawcett, is a well-known author.

Col. George Robertson, who died at Windham, Aug. 12, 1889, was for nine years with Zadock Pratt. He also tanned at Windham, Constantia,



Forestport and Big Hollow, N. Y. He was the father of Loring Andrews Robertson, of the firm of Robertson & Hoople.

Col. Benjamin Burhans was a notable visitor to the Swamp. He began to send leather there more than fifty years ago from his tannery near the Catskills. He afterward located at Warrensburg, six miles from Lake George. He was of splendid physique, and upward of six feet in height. William B. Isham married his daughter. He had a partner, "Col." Gray, and two votaries of the muses in the Swamp dedicated a poem to him, entitled "Gray's Elegy in a Country Tanyard."

Charles & Giles Isham had a tannery at Shandaken, N. Y. The three sons of the first named, Samuel, William B. and Charles H., all went into the Swamp. C. & G. Isham were not tanners, but merchants. They came in possession of the tannery, which was in one of the largest patches of wild land in the State, and formed a part of Livingston Manor. Wm. B. and Chas. H. Isham have retired. They own stores in the Swamp. Samuel Isham was of the firm of S. & C. H. Isham. He built the store 91 Gold street in 1855. Chas. H. Isham owns it now. Samuel Isham died in 1865. M. Harry Moody was a partner in the firm of C. H. Isham & Co. for many years.

Jay Gould was a partner with Zadock Pratt thirty-five or forty years ago. In 1856 Charles M. Leupp & Co. bought out Col. Pratt's interests in the Gouldsboro, Pa., tannery, and that made Mr. Gould

a partner with that firm, which he continued to be till the concern went into liquidation on the death of C. M. Leupp in 1859.

Charles J. Osborn, who subsequently acquired a large fortune in Wall street, was a connection by marriage of William P. Miller, and for a time a clerk in his firm. Subsequently he was in the employ of Henry Bucking, in Spruce street. He afterward had \$80,000 special capital in the sheepskin firm of H. Atkinson & Co.

Charles F. Woerishoffer, founder of the banking house of Woerishoffer & Co., was connected with a leather importing house when he first came to New York, and afterward advanced to a fellow-countryman several thousand dollars to establish a tannery in Jersey City.

Rufus B. Cowing, one of the judges of the Court of Sessions, was a clerk with Chas. M. Leupp & Co., afterward with Jay Gould at the Gouldsboro' tannery, and a teller in the Mechanics' Bank when Shepherd Knapp was President.

#### GEORGE PALEN

Was a son of Jonathan Palen, a tanner, and from him he learned the trade. He came to New York and became a clerk for Gideon Lee & Co. about 1836. Then he went to tanning with C. & G. Isham, of Shandaken. In 1840 he opened a leather store at No. 19 Ferry street, New York, the Ishams being special partners. A few years later he removed to 87 Gold street. In 1849 Isaac H. Bailey and

Wm. B. Isham, who were clerks with him, became partners. The firm was George Palen & Co. Mr. Isham withdrew in 1855. Mr. Bailey retired in 1868. George Palen took his son, of the same name, as partner. George Palen died Oct. 10th, 1876. He was a man of ability and sterling integrity. The Palens were a family of tanners at Palenville, in the Catskills. They began to bring sole leather to New York in 1825 and were among the first to do so. Peter E., Gilbert E., and Jonathan Palen were their names. There were at one time twelve Palens in the leather trade, as tanners and merchants. One son of Gilbert E. Palen was Rufus Palen, who represented his district in Congress at Washington in 1836. James Palen, another son, did business in Jacob street, with Shepherd Knapp as special partner from 1839 until he died in 1846.

#### WILLIAM PALEN.

Is connected with the export department of the United States Leather Company at New York. He was born in Palenville, Greene County, N. Y., in October, 1818. His father, Peter E. Palen, was a tanner. William Palen came into the New York Swamp in September, 1836, as clerk for Gideon Lee & Co. His first business venture was with the firm of Gideon Lee Knapp, after which he formed the firm of Wm. Palen & Noble, which, after five years, was dissolved, and Mr. Palen continued for a few years alone. About 1866, in company with Richard Nelsen, he established the leather broker-



WILLIAM PALEN.

age firm of Palen, Nelson & Co. They were for several years the leaders in this line in the trade. When the United States Leather Company was formed the firm dissolved.

**SAMUEL T. KEESE**

Came to New York to be a clerk with Thorne, Watson & Co., in 1852. He soon made a partnership with Smith Ely, Jr., as Ely & Keese. This lasted to 1857. Then, with Thos. W. Pearsoll, he founded the firm of Keese & Pearsoll. In 1867 Adam Ram-

say McCoy succeeded Mr. Pearsoll and the firm of Keese & McCoy, with John Watson as special partner, did business to 1872. George W. Thorne then came with Mr. Keese, with Mr. Watson as special. The firm of Keese & Thorne expired by limitation in 1877. Mr. Keese then went into the hide brokerage business. He died Oct. 14th, 1890.

#### HENRY T. McCLELLAN

Was in his day a well known leather merchant. He came from Waterville, Me., and was a student in Colby University there. He graduated with honor, and delivered the valedictory address. In 1844 he entered the employ of Gilman & Smull, afterwards of N. Gilman & Son. Then he engaged in business for himself. He built a union sole leather tannery at Kregsville, Pa., and owned an interest in hemlock tanneries. He accumulated \$250,000 in leather dealing. He lost it all and before he died was a workman in the tannery he built. It is often more difficult to keep wealth than it was originally to acquire it.

#### FELIX, FOURNIER & KNOPF.

This firm had its origin in 1864, when Ernest Fournier, father of Felix Fournier, started a leather business in Ferry street. This was the result of considerable thought on his part, as he was originally in the dry goods business in New Orleans. He visited Paris and was induced by the then largest manufacturer of patent leather to take a few dozens

to the United States and try to take orders. He succeeded so well that on the strength of his ready sales he ordered several cases, which were sold to one firm. Seeing a better prospect of success in starting a leather trade in New York than in continuing the dry goods business in New Orleans, he soon became foremost in that line, introducing also any novelty here that was new in the Parisian market. His firm was E. Fournier & Co., and E. & C. Fournier. Charles Fournier was his nephew. In 1886 Felix Fournier, son of Ernest Fournier, with A. E. Knopf, an old importer and leather dealer, succeeded to the business which has since been known as Felix Fournier & Knopf. Mr. Fournier has charge in Paris and they have branches in Bordeaux, Berlin and Cannes (Riveria). Mr. Knopf transacts the American business. They export chrome kid and upper leather and import calfskins, blacking, buttons and other shoe goods.

#### SCOFIELD & STEVENSON.

In 1841 Charles A. Scofield began currying leather for Joseph B. Hoyt at the corner of Ferry and Cliff streets. Walter Stevenson came from Scotland later and worked in the same shop. After some changes they formed the firm of Scofield & Stevenson in 1863. They took the store No. 4 Jacob street. They afterwards bought this store for \$9,600. In 1888 they dissolved. Mr. Scofield retired. Walter Stevenson bought his partner's interest at No. 4 Jacob street, added a story in height



and continues the business. The firms never gave a note. Both partners were conservative, careful, honest men, and both made a fortune.

### JOSIAH T. TUBBY.

Valentine H. Seaman in 1865 formed the firm of Sherwood, Seaman & Tubby. Mr. Sherwood left and the house of Seaman & Tubby succeeded. In 1875 this dissolved and Mr. Seaman continued alone for several years. Josiah T. Tubby commenced in the Swamp as a bookkeeper with Bulard & Co in Ferry street. He was a member of the firms of Sherwood, Seaman & Tubby and Seaman & Tubby, but in 1880 made a connection with Benjamin D. Hicks, the latter becoming special partner with him, and tanned union sole at the Nicholson and Wyoming tanneries. These were merged in the United States Leather Company in 1893 and Mr. Tubby became secretary of that organization. He is a member of the Society of Friends, an excellent gentleman and an upright, honorable merchant.

### THE HIDE AND LEATHER CLUB

Was organized in October, 1878. Charles H. Is- ham was the first president. Other prominent Swampers were presidents later. It was a social dining club. The initiation was \$50; dues \$40 per annum. The club rooms were at the northeast corner of Ferry and Gold streets, in the building owned by Aaron Healy. When these premises



were torn down to build the "Healy Building" in 1890, the club moved to the corner of Gold and Spruce streets.

This club was dissolved about 1893-4. They had entertained Generals Grant and Sherman and many prominent men. The "Round Table" was made famous by the wit of Palen, the sententious utterances of Bailey, and every foreign leather dealer who visited New York has a place at the board.

#### BARNES & MERRITT.

Theodore M. Barnes was born in New York. His father was a merchant; his grandfather, an officer in the Revolution. Mr. Barnes came into the Swamp in 1859, and with Thomas Clarendon, formed the firm of Barnes & Clarendon. They began in the little store, 83 Gold street, corner of Spruce street. Then they went to 82 Gold street, and Oliver K. Lapham was a partner. The firm was Barnes, Clarendon & Lapham, until 1864, when Mr. Barnes left it and formed the firm of Barnes & Merritt, sole leather tanners. He built the store 57 Frankfort street. T. M. Barnes died Dec. 18, 1898.

Richard S. Merritt had an honorable career in the swamp. He came there a young man and became a clerk for Samuel T. Keese. This firm afterwards became Ely & Keese (Smith Ely, Jr.) and Mr. Merritt continued with them. In 1864 he joined with T. M. Barnes and formed the firm of Barnes & Merritt. They were connected with some of Jona-

than Thorne's sons. Barnes & Merritt sold out their tanneries to the United States Leather Company in 1893 and Mr. Merritt was Auditor and Transfer Agent for the company until he died, Sept. 24<sup>th</sup>, 1895. He was a member of the Society of Friends.

**BARUCH WERTHEIM,**

Senior of the firm of B. Wertheim & Son, hide dealers, was born in Wehrda, Germany, and came to this country in 1855. He went into the hide business and traveled through New York and neighboring States for some years picking up hides, which he sold in the New York market. He made a success of the business from the start and soon established himself in New York, where he has since remained.

Shortly after the war Mr. Wertheim made an arrangement with J. B. Hoyt & Co., afterward Fayerweather & Ladew, where they took all the hides salted in New York City. Mr. Wertheim selected the spready and light ones, such as were not suited for sole and belting. These he sold to Newark tanners. This arrangement continued for twenty years, and although there was never a written agreement, the most amicable relations always existed.

In 1881 Solomon Wertheim went into his father's store and in 1886 was admitted as a partner. The business was greatly enlarged, and an export and import department was added..

The senior left the business management mainly in the hands of his son. The house he founded has grown to be a leading firm in the hide trade. Mr. Wertheim was a modest, unobtrusive man. His philanthropy was of a high order. He contributed to nearly all the leading charities in the city and he gave liberally from his ample fortune.

Mr. Wertheim died, much respected and lamented by all who knew him, February 22d, 1901, aged 74 years.

#### JOSEPH HECHT & SONS.

This firm was founded by the senior partner in 1865. He commenced in a very small way as a gatherer of calfskins from the butchers. These he salted and sold to tanners. His business prospered. He was honorable in his dealings, true to his word, and soon he controlled the calfskin trade of New York. His sons, Myer and Aaron Hecht, grew up in the business and were taken as partners when they came to be twenty-one years of age. They were progressive and soon added hides to the merchandise they dealt in. They traded in all the marts in this country and then extended their operations to Europe. They also imported the products of South America. The firm occupied stores 92 to 98 Cliff street, owned by them. In 1899 Joseph Hecht retired, and his sons merged the business in the American Hide and Leather Company, who took their stores for headquarters. Aaron Hecht is a vice-president of the great company.

**JOSEPH MUSLINER,**

Who died in February, 1887, was engaged in the business of buying and selling leather forty years. He was a Hebrew, a man of great integrity, very charitable, universally respected, and an honest and honorable merchant. Mr. Musliner had a store in the Swamp and another in Houston street. His two sons, Moses and Isam Musliner, and son-in-law, Isaiah Friesner, succeeded to the business.

**J. H. ROSSBACH & BRO.**

This firm was founded by Joseph H. Rossbach, one of the pioneers in exporting American leather to Germany. He began the business in 1867 and took his brothers, Jacob and Leopold Rossbach, as partners. Joseph H. Rossbach died in Germany, January 6, 1887, and his brothers continue the business. They became hide importers and were in the Buenos Ayres trade. They also exported and imported to and from Europe. Then Jacob Rossbach went to Brazil and established houses in several cities. There were very few Brazil hides received direct before J. H. Rossbach & Bros. engaged in the trade. They are energetic, honorable men, who have opened up new avenues of commerce and profited thereby.

**B. FRANK & SONS.**

Betta Frank is the only woman in the leather trade in the Swamp. She was left a widow in 1875 with seven children. She opened a findings store

at 1975 Third avenue. Her oldest sons, Henry and Max Frank, were some help to her. M. Hessberg, a leather dealer of Richmond, Va., well known in the Swamp, was her brother. Henry Frank went to Richmond to learn the leather business, and he and his brother were afterwards taken in as partners. In 1887 they removed to 71 Gold street and in 1894 to No. 40 Spruce street. They own the Michigan Leather Company at Detroit. The sons transact the business. They have been successful and are a credit to their mother who educated them to be merchants.

#### SALOMON & PHILLIPS

Began in the Swamp in 1867 as jobbers of leather. They gradually developed an importing and manufacturing business. In 1890 they founded the Armstrong Leather Company at Peabody, Mass., which has grown to be a large and successful concern. In Newark they run a plant making alligator and other leather. They have made a specialty of very fine goods and they import novelties in shoe goods from Europe. They also export fine leather to Europe, thus making that country tributary to ours for the highest grades of stock used there for shoes and leather goods. They have a store in Boston as well as New York. B. J. Salomon, S. P. Mendel and Edward M. Salomon, son of the senior partner, compose the firm. They are high-toned honorable men. S. P. Mendel is a director in the Hide and Leather Bank and a member of the Chamber of Commerce.

Frank Fiora was a well known figure in the Swamp. His father, James Fiora, was a book-binder in Fulton street. He took to England the first lot of hemlock leather exported to that country. He had hard work selling it, and as hard a time in delivering it. The buyers insisted on having it sent to their warehouses in the night so that their customers would not know that they used the "red sides." Zadock Pratt in 1845 asked President Polk to make James Fiora Consul to Manchester, England, and he held that office many years. He died in Manchester in 1886, aged 82 years. He was a native of Genoa, Italy. Frank Fiora grew up in New York and bought and sold hides and was associated with his father in the English trade. He was a very large man, weighing fully 300 pounds. His clothes were of English make and he made rather a stunning appearance in the street. In summer he would wear a white duck suit and low cut patent leather shoes. In this rig he would go into the hide cellars, simply turning up his trousers. He made some unfortunate deals and lost all his money. His friends in the Swamp raised quite a large sum of money for him. His pride would not allow him to accept it. He went to Texas to deal in hides but had remained there only a short time when Fayerweather & Ladew sent him to England to buy Anglo-American hides for them, and he died there.

Jay Gould had an office in Gold, and afterwards in Spruce street in 1862 as an agent for the "New



Jersey Patent Tanning Co.," of Newark. He had a process for quick tanning.

#### THE COSTELLOS.

P. H. Costello, who died December 17th, 1890, was in the tanning business. With his brother, P. C. Costello, he built the Camden Tannery, noted for good sole leather. They also founded the town of Costello, Pa., and tanned there. Mr. Costello was a liberal, generous man who had many friends. Alfred C. and John H. Costello, his sons, were also his partners. At one time the Costellos were of Lapham, Costello & Co. In 1893 the Camden and Costello yards were merged in the United States Leather Company. P. H. Costello was a Member of Assembly in 1873 and Presidential Elector in 1880. From a very humble beginning he gained a high position by skill and integrity.

#### HENRY G. ELY

Came to New York and into the Swamp in 1859. His father, Homer Ely, and uncle, Cotton Ely, had been tanners at Ashleyville, Mass., for more than half a century. H. G. Ely began business alone, then as Ely & Lane and H. G. Ely & Sanger. Samuel P. Pope was a partner. He was a bright, smart salesman, but died in early manhood. In 1876 H. G. Ely & Co. was the style. J. B. Hoyt & Co. were special partners for several years. Mr. Ely's son, Leicester K. Ely, was a partner. Henry G. Ely was a member and officer in Henry Ward Beecher's church. He died in 1877.



**J. PASKUSZ & SON.**

The founder of this firm came from Germany in 1866. He began currying calf and harness leather on the Bowery in a shop next to the Windsor Theatre. Then he went to Fifty-second street, and in 1868 located at the corner of Seventy-sixth street and Central Park West. This is now a very fashionable neighborhood, but at that time there was not a building within six blocks. There was a pond there, and Mr. Paskusz used to shoot muskrats in it. As the business grew and customers were down town, he removed to Beekman street. In 1897 his son, Gasa Paskusz, was taken into the firm as J. Paskusz & Son. They took the store corner of Gold and Frankfort streets and have a factory at Newark.

**THOMAS C. SPEERS.**

Was a captain in the New Jersey Cavalry Regiment during the war and went into the leather business at its close. He was a partner with T. L. Smull & Co., and in 1878 went with George Palen & Co. as hide buyer. He was a Fire Commissioner of Jersey City. He was killed while visiting the Waverly Tannery by a runaway team, July 9th, 1881. Renwick W. Speers, hide buyer of the United States Leather Company, is a younger brother.

Austin Melvin Knight came into the Swamp in 1852 as bookkeeper for Austin Melvin, who was his uncle. Shepherd Knapp was his cousin. In 1860

in company with Addison L. Knapp, he engaged in the leather business and afterwards began dealing in oil. The firm of Knight & Knapp were pioneers in making a specialty of tanning oil. A. L. Knight and Alden S. Swan were clerks and afterwards partners. Mr. Swan was more or less prominent in politics and was one of the first trustees of the Brooklyn Bridge. He did business in Ferry street, but is now of the Swan & Finch Co., Maiden Lane. A. M. Knight and his brother located at 83 Gold street. A. L. Knight owns the building now, but after the death of his brother he moved to 11 Ferry street, where he continued the oil business in his own name.

Simeon M. Gallup was born in Gallupville, N. Y., where his father was a tanner. He came to New York in 1837 as a clerk for Ogden E. Edwards. In 1840 he took charge of the Shandaken tannery for George Palen. In 1855 he returned to New York as assistant to Wm. B. Isham. From 1860 to 1882 he was a member of the firm of Wm. B. Isham & Gallup. He retired, and died April 13, 1883.

#### LORING ANDREWS, REAL ESTATE.

On June 3, 1884, the Swamp property of Loring Andrews was sold at auction to settle the estate. The prices were:

The five-story brick store, No. 26 Spruce street, to Daniel Lord for \$36,100; the five-story brownstone front store, No. 32 Spruce street, for \$45,000; the five-story brownstone store, No. 34 Spruce

street, for \$45,850, both to Adoli Scheitel; the five-story brownstone store, No. 36 Spruce street, to Charles and Felix Fournier for \$41,650; the five-story brownstone store, No. 38 Spruce street, to Anton Eilers, of Eilers & Movius Leather Co., for \$42,000; the six-story brick store, No. 40 Spruce street, to Alfred J. Taylor for \$40,300; the five-story brick store, No. 42 Spruce street, to Constant A. Andrews for \$36,000; the five-story marble-front store, No. 174 William street, to C. P. Buckley for \$44,600; Nos. 63 and 65 Cliff street, to Charles S. Brown for \$42,600; the five-story brick store, No. 61 Cliff street, to E. G. Hilton for \$38,000; the five-story brick store, Nos. 72 and 74 Gold street, to Simon Sternberger for \$80,050. Most of these buildings were erected by Mr. Andrews during his lifetime.

#### A MILITARY TANNER.

Colonel Eliakin Sherril was a tanner at Shandakin and connected with some firms in the Swamp where he had special capital. In 1847-8 he was a Representative to Congress at Washington. In 1862 he raised the 126th Regiment New York Volunteers. He was wounded at Harper's Ferry, but rejoined his regiment, and while leading the Second Army Corps, July 3d, 1863, at Gettysburg, was wounded and died next day. His associates in the Swamp met and passed resolutions of condolence, which were transmitted to his family.

## THE ELY FAMILY.

Epaphres C. Ely was born in New York, directly in the rear of Trinity Church, where his father and family had resided many years. He learned the tanning trade with a brother in Orange County. This brother was drafted in the war of 1812, and as his family would suffer by his absence, Epaphres C. Ely, then an apprentice, went as his substitute and was stationed at Staten Island. The family hold a land warrant issued for his military service. At the close of the war he built, in connection with his brother, a tannery twelve miles back of Kingston. In 1819 he went west on a trading trip, taking a quantity of shoes and leather. He journeyed to Pittsburg on horseback and guided his teams. He then took a flat boat to Cincinnati and Louisville, trading on the way. He made several trips of this kind. In 1835 he formed the firm of Ring & Ely on Ferry street, New York. This dissolved in 1841. Mr. Ely took a diploma in 1846 for tanned oak sole leather. He continued alone until 1851, when he retired. He died at Livingston, N. J., in 1864.

Ambrose K. Ely, oldest son of E. C. Ely, has been for many years a merchant in the Swamp. He was a clerk and member of the firm of Thorne, Watson, Corse & Co. In 1852 he left that firm and did a leather business alone until 1876, when he discontinued and sold much of his leather at good prices in the autumn of that year. He had several thousand sides left which he kept and sold during





HON. SMITH ELY,  
MAYOR OF NEW YORK.

1877-8.

the "boom" of 1879. He was very successful in his tanning operations. Since 1880 he has not dealt in leather, but has attended to his real estate and trust interests. He was executor and trustee for Israel Corse and for John Watson and has managed these great estates with ability and care. He owns the large block corner of Gold and Frankfort streets and much other city property.

Smith Ely was a Swamp merchant and brother of Ambrose K. Ely. He was a member successively of the firms of Mattison & Ely, Ely & Keese, and Ely, Vanderpoel & Kitchell. He retired from active business in 1877, at which time he was elected Mayor of New York. His political record was good. He diminished the net debt of the city and also the expenditures each of the two years of his term. No other mayor shows such a record. He married 700 couples during his two years of office. Both these brothers are living and they have always stood high as upright and honorable merchants. A. K. Ely was never married, neither was Smith Ely, notwithstanding the great number of couples he "made happy" during his terms as mayor.

Smith Ely's political record was of the highest character. He has always been a Democrat. In 1857 he was elected to the State Senate by a large majority—the first Democrat ever elected in his district. In 1860 he was on the Board of County Supervisors. In 1870 he was elected a representative to the Forty-second Congress and was placed



by Speaker Blaine on important committees. In 1874 he was re-elected. Two years after he was elected Mayor of New York by 55,000 majority over General John A. Dix. Mr. Ely was one of the Commissioners who constructed the Brooklyn Bridge and acted as Commissioner of Public Parks from 1895 to 1898.

#### LORING ANDREWS.

A well-known leather magnate was Loring Andrews. He learned tanning with George Robertson at Windham, N. Y., and then began business on his own account. He accumulated \$7,000 and in 1829 came to New York. He started in business in the building known as "Jacob's Well," No. 8 Jacob street. The firm was Andrews & Wilson, with Gideon Lee special for \$10,000. He was successful for a time, but in the panic of 1837 the firm lost all they had. Mr. Andrews commenced again on borrowed capital and ten years afterwards paid his old indebtedness. In 1860 Mr. Andrews was in difficulties again. He had his capital locked up in sole leather and there was no sale for it. His mind was so depressed at that time that his family feared for his health. They consulted Shepherd Knapp, president of the Mechanics' Bank. He went to Mr. Andrews and proposed to him to hypothecate his leather to the bank for a loan. This was at first refused, but Mr. Knapp told him of a precisely similar transaction made by Gideon Lee & Co a quarter of a century or so before, and he

consented. The leather was put in charge of the bank and a loan of \$100,000 made on it. Very soon the war broke out and leather advanced. Then Mr. Andrews put every dollar he could raise into hides and stocked eight large tanneries. The advance in leather made him a very rich man.

In 1855 a young man from the north of Ireland, named Charles Gibbons, was hired by Mr. Andrews as a porter to roll up leather. He soon became a salesman, and in 1857 was admitted as partner, the firm being Loring Andrews & Co., 72 Gold street. This partnership expired by limitation and Mr. Gibbons retired from the firm and from business in May, 1860, with \$250,000. Mr. Andrews then took his son, Wm. L. Andrews, and later another son, Constant A. Andrews, as partners. Soon after his death, which occurred January 22d, 1875, at the age of 78 years, the business was discontinued. In 1850 Mr. Andrews bought the lots on the south side of Spruce street, below William, all but the two corners, and built nine stores, which cost about \$18,000 each. He also bought the land and built the fine block on the northwest corner of Beekman and Cliff streets, and he owned other property in the Swamp and vicinity. He had a daughter who married a German prince who was Chamberlain to the King of Bavaria. His sons left the trade in 1876 and were for some time engaged in settling up their father's estate, which was valued at more than \$5,000,000.

Mr. Andrews gave away much in charity. He built and maintained a church on the East Side, in a destitute neighborhood. He advanced more than a hundred thousand dollars to help lay the Atlantic cable, when it was regarded as a visionary project. He made a gift of \$100,000 to the New York University in 1868.

#### THE HOOPLE FAMILY.

The founder of this family of leather dealers, William H. Hoople, was born in Canada. His mother was captured by Indians at the Wyoming Massacre, where she saw her father and mother tomahawked. She was taken to Canada a captive and there she married William Hoople. Two of her sons were officers in the English Navy. The youngest son, William H. Hoople, came to New York and was apprenticed to a currier on Long Island. He worked hard. One night his employer saw a light in the shop and said: "William, what light is that I see in the shop every night?" "I am working overtime, sir, and earn about half a dollar every evening," said the boy. "Ah, William," said his employer, "You will find that those who make money work with their heads and not with their hands." William did recollect, and in 1832 he came to New York and went in the leather business. His firm was Van Nostrand & Hoople. In 1865 his nephew, William G. Hoople, was admitted. Later Wm. H. Hoople retired from business, having amassed a fortune. His nephew took in Lor-

ing Andrews Robertson about 1870 as partner. They were together as tanners and merchants until Mr. Robertson died. William H. Hoople died in June, 1895, aged 90 years. He was a very rich and charitable man. He gave away large sums in his lifetime.

William G. Hoople left the leather business, but is engaged in selling tanning materials and dyes. His firm is Hoople & Androvette.

William Howard Hoople, a grand nephew of Wm. H. Hoople, manufactures Goodyear welting in Ferry street. He is also a clergyman. His father, Wm. G. Hoople, built a church for him in Brooklyn. It is called the Utica Avenue Tabernacle.

The oldest firm in the leather and findings business is

#### MULFORD, CARY & CONKLIN

Who celebrated the fiftieth anniversary of their engagement in business on May 1st, 1900. The house dates at least ten years prior to that at which time Jared and Merritt Holt, of Albany, did business at 302 Pearl street, the centre of the leather trade. The Holts sold out to John Buckley and went back to Albany, where they were well known merchants for many years.

C. W. Cary had been a clerk with both these firms. In 1850 Mahlon Mulford, a tanner, came from Elizabeth, N. J., and joined him in buying out Mr. Buckley and they formed the firm of Mulford

& Cary. C. W. Cary withdrew in 1861. B. H. Cary, his younger brother, who had been a clerk with the house since 1853, became a partner in 1865. Eugene H. Conklin joined them in 1876 and the present firm of Mulford, Cary & Conklin was formed. They took a position at the head of the trade. They had been in the findings business, but immediately began to stock tanneries with skins and sell the product. They introduced some of the best brands of kid and calfskins into the trade. Mr. Mulford died at Elizabeth, N. J., May 16th, 1877. He was a good man and an honorable merchant.

#### THE FRASERS.

Thomas Fraser came to New York from Scotland in 1825. He brought letters to William Kevan, a shoe dealer on Pearl street, was taken into his family, and married his daughter. Wm. P. Miller married a daughter. Mr. Fraser went into business with General H. A. Sampson, and built an upper leather tannery in Ulster County. On the repeal of the leather duty in Great Britain in 1844 they sent upper leather to Scotland for a market. The shipments were over 40,000 sides. This was the first shipment of upper leather to Europe. Thomas Fraser had agents in St. Louis and procured the first Indian Territory and other dry hides that came East. J. V. Van Woert became a partner as Van Woert & Fraser later. In 1846 Mr. Fraser withdrew from this firm and did business alone. Jonathan Thorne contributed \$25,000 as

special partner. James Fraser, a younger brother, had come from Scotland and was associated with the house. There were three Fraser brothers, Andrew, who died in New Orleans in 1856; Thomas, who died in New York in 1863, and James Fraser, who died in New York, December 15th, 1897.

When Thomas Fraser died the firm's style was changed to Thomas Fraser's Brother & Co. In 1865 the firm of Fraser, Major & Co. was formed. The partners were James Fraser, William Kevan Major, a nephew, and the two sons of Thomas Fraser, William A. and George S. Fraser. They tanned hemlock sole leather. When the United States Leather Company was formed in 1893 they were stocking the Wilcox tannery and when their contract with Norman Schultz ran out they gave up the business of producing leather. James Fraser was a member and for many years an officer of the St. Andrew's Society of New York; a member of the Natural History and of the Academy of Design. He was an elder of the Fifth Avenue Presbyterian Church, Rev. Dr. John Hall, and a superintendent of its Sunday School from 1872 to the time of his death. He was a man of unswerving probity, charitable, and his religious convictions were intense and earnest.

Jacob Van Wagenan came to New York about 1828, and in 1834 formed a partnership with William Bullard. He withdrew from the firm of Bullard & Co. in 1865 and with John S. Tuttle origi-



nated the firm of Van Wagenen & Tuttle. Mr. Tuttle was a Schoharie tanner. He died some years ago. This house was very successful. They went out of the trade about fifteen years ago with \$350,000 to the credit of each member. Mr. Van Wagenen lost some of his fortune through speculations in Wall street. He and his partner became involved in the failure of Alonzo Follett. Mr. Van Wagenen died April 29th, 1899, aged 85 years.

#### BANK PRESIDENTS.

The services of members of the trade have been in demand in banking circles. Most of these financial institutions have shoe and leather dealers among their directors. In New York there were several who filled the position of president. As early as 1825 to 1830 Paul Spofford was president of the Bank of the Commonwealth. Thomas Tileston of the Phoenix. They were of the great wholesale shoe house of Spofford & Tileston in Pearl near Ferry street. Gideon Lee was president of the Shoe and Leather Manufacturers' Bank in 1835. Loring Andrews organized the Shoe and Leather Bank and was president for a time. His successor was Andrew V. Stout, of Gale, Stout & Ward, wholesale shoes, who got the city deposits for it from Mayor Fernando Wood. Jacob Lorillard and Shepherd Knapp presided in turn over the Mechanic's Bank. They held the office for about fifty years. Matthew Reed, a wholesale shoe dealer, was president of the Tradesman's Bank.



He was afterwards a leather inspector in the Swamp. He fell down a hatchway at No. 8 Ferry street and was killed. William Miles, of Thomas Smull & Co., was president of the German Spar Bank in Clinton Hall. Reuben W. Howes, of Howes, Hyatt & Co., shoes, organized the Park Bank and was its first president. Other presidents were Alex. H. Studwell, First National; Phineas C. Lounsbury, also ex-Governor of Connecticut, Merchants' Exchange National; John B. Woodward, Third National; John Willets, Leather Manufacturers'; Charles B. Fosdick, Hide and Leather. Joseph E. Bulkley was a vice-president of the Park Bank; so was Oliver Hoyt. Mr. Hoyt was offered the presidency, but declined. John Watson was vice-president of the Bank of North America, Frederic Fawcett of the Sixpenny Savings Bank. Charles A. Schieren and Thomas Keck are vice-presidents of the Hide and Leather Bank.

Shepherd Knapp and Andrew V. Stout have been Comptrollers (or Treasurers) of New York.

Two leather dealers have been Mayors of New York, Gideon Lee and Smith Ely, Jr.; two of Brooklyn, Jonathan Trotter (first Mayor) and Charles A. Schieren.

#### JOHN RANDOLPH'S RETORT.

Jacob Lorillard used to amuse his friends with an account of an interview he had with John Randolph, of Roanoke. Mr. Randolph came to New York preparatory to sailing for Russia. He had

several thousand dollars in Virginia money and wanted to exchange it at the Mechanics' Bank for English money. The charge for the transaction was heavy and very repugnant to Mr. Randolph, who thought money of his State as good or better than any other. A large shave was taken off, however, to which he had to accede. After the business was concluded Mr. Lorillard took his distinguished visitor through the Mechanics' Bank, showing him the directors' room, vaults, etc., and when about to take leave at the door called his attention to the sign—a mechanic's arm brandishing a hammer. "What is that to represent?" said Randolph. "That," was the answer, "is the insignia of a mechanic, being the Mechanics' Bank." "And what is that in his hand?" "A hammer," said Mr. Lorillard, "the emblem of his profession." "Take it out," said Randolph, in his shrillest tones, "Take it out, and put a razor there."

#### KECH, MOSSER & CO.

This firm, formed in Allentown, Pa., almost half a century ago, speedily became one of the largest in tanning union sole leather in this country. Thomas Keck and D. K. Mosser were the partners. They established a store in New York for the sale of their leather during the war, and in Boston later. They built and operated many tanneries and as they made a superior grade of leather they commanded a large trade and were known as among the most opulent tanners in the country.

For several years they have cut the leather they tanned into soles. Both Mr. Keck and Mr. Mosser have sons who are following their fathers' profession.

#### JOHN V. VAN WOERT

Was born in Cambridge, N. Y., in 1805, and when his mother died, in 1817, went to live with his uncle, Herman Quackenbush, who owned tannery property at Roxbury, N. Y. The firm was Quackenbush, Wynkoop & Co., and here he learned the trade. In 1829 he came to New York to represent the firm's interests, at No. 31 Ferry street, then being built, and put up his sign as a merchant handling the Quackenbush and other leather. Later on he associated himself with Thomas Fraser, who had also been in the employ of Quackenbush, Wynkoop & Co. This firm was Van Woert & Fraser. When they dissolved, after a few years, Mr. Van Woert did business alone. Then James McFarlane became a partner, but retired in 1864, when Mr. Van Woert admitted his sons, Francis G. and John V. Van Woert, Jr., and resumed the firm name he had first started under, of J. V. Van Woert & Co. Later James B. and William Van Woert were associated with the house. In 1894 they retired. The name had been over the door of 36 Ferry street sixty-three years and the firm always fulfilled every obligation. One son, Jacob Van Woert is living at Going, N. Y. The firm owned many tanneries in their time in New York and Pennsylvania. John V. Van Woert died January 24th, 1888, aged 79 years.

**SHATTUCK & BINGER.**

This firm was formed in 1872, succeeding Shattuck & Wyckoff. Mr. Binger had been connected with S. Mendelson, a calfskin importer. Shattuck & Binger were the pioneers in finishing alligator skins for bag and shoe purposes and although they had many difficulties to contend with, they produced beautiful goods. About twenty years ago they took the agency for Carl Fricedenberg, Weinheim, Germany, for wax and patent calfskins. They are still exclusive importers of these goods. In 1890, with partners in Chicago, they established the Lambeau Leather Company. Mr. Binger was president. This company was absorbed by the American Hide and Leather Company. They own a tannery in Baltimore, where they produce oak calfskins. They have built up an export trade in leather and are enterprising and still looking for additional fields for conquest in the leather trade.

E. A. Smith & Bro. were the largest manufacturers of their time. They owned the property southeast corner of Spruce and William streets and manufactured in Philadelphia. They retired some years ago, but Martin V. B. Smith, the junior partner, still deals in kid and morocco.

**THE UNITED STATES LEATHER COMPANY.**

This great corporation owes its existence to the efforts of a few leading tanners of sole leather, who, tired of the competition in their business, conceived and carried through the idea of incorpora-





HON. MARK HOYT,  
SECOND PRESIDENT OF UNITED STATES LEATHER CO.



## THE UNITED STATES LEATHER COMPANY. 181

ting their tanneries and running them in a partnership. It is hard to say who originated the idea, but it was a grand and comprehensive one, and the most intelligent and largest tanners in America labored for months, and indeed years, to perfect and materialize it.

The company was incorporated under the laws of the State of New Jersey, to manufacture and sell "leather, lumber and belting," and to own the necessary property to do such business. The incorporation dates from Feb. 25th, 1893, and terminates Feb. 25th, 1943, a period of fifty years.

The projectors worked daily at their office in New York to arrange the business of the corporation. Leather in tanneries and stores had to be valued on an equable basis. Bark lands were surveyed, and bark piles measured.

By a certificate of increase the capital stock was raised August 1st, 1895, from \$120,000,000 to \$128,000,000. All this was distributed among the tanners in the corporation, according to the capacity of their plants, in preferred and common stock. An issue of \$10,000,000 debenture bonds, bearing interest at the rate of 6 per cent. per annum, command a large premium. The Central Trust Company is Trustee and Registrar of these bonds.

The organization commenced business with more than a hundred tanneries, producing hemlock, union and oak leather. Since that time new ones have been built, old ones dismantled, and others greatly improved and enlarged. Of the proprietors

the names of Proctor, Rice, Hoyt, Horton, Lap-ham, Ladew, Schultz, Lee, Costello, Healy, Bullant and other prominent tanners were in the list. Some of the organizers dropped the identity of firms that had tanned leather well nigh a hundred years, but they considered it a wise move, and that such a corporation would benefit themselves and their customers. Besides the original company there is the Elk, Union and Penn Tanning Companies, members of the corporation. They are capitalized at \$10,000,000 each.

At the first meeting of stockholders, held May 1st, 1893, Thomas E. Proctor was elected president. He died in office December 7th, 1894. James R. Plum was selected for treasurer, and Josiah T. Tubby for secretary. They have been re-elected each succeeding year. Some of the ablest tanners and leather merchants in the country have served regularly on the board of directors. The management is now at its best, the expenses are small, and the stockholders have every reason to be satisfied with the returns made for the investment.

The stores of the company are in New York, at 26 and 28 Ferry street. The main offices are here, and also several warehouses in the Swamp which they occupy.

In Boston, 204-210 Essex street, where they have a new building.

Chicago, corner of Randolph and Franklin streets, in a central position.

Cincinnati, 810 and 812 Sycamore street, where most of the large shoe factories are located.

The first president of the United States Leather Company was Thomas E. Proctor, of Boston. His father, Abel Proctor, was a tanner in South Danvers, now Peabody, who opened a store in Boston about 1840. Thomas E. Proctor became associated with his father when he was eighteen years of age, and for many years the house flourished, and was known in all the hide markets of the world as Abel Proctor & Son. They built and occupied a large store at the corner of High and Congress streets in 1860. In 1864 Thomas E. Proctor succeeded to the business. He had previously tanned brogan leather, but now commenced to build sole leather tanneries in Pennsylvania, and eventually owned several of them. He formed the Thomas E. Proctor Leather Company, which in 1893 sold out to the United States Leather Company. Mr. Proctor died in Boston, December 7th, 1894, aged 60 years.

Mark Hoyt succeeded Mr. Proctor as president. He died while holding the office, December 30th, 1896.

James Horton, who had been vice-president since the formation of the company, succeeded to the presidency on Mr. Hoyt's death. He was elected to the office in February, 1897, and has been re-elected each year since that time. Under his administration the company has prospered, and twice increased its regular dividends. The annual statement of the company for the year 1900 was as follows:

The Board of Directors of the United States Leather Company submit to the Stockholders the annexed statement of the Company's Assets and Liabilities as of December 31st, 1900, and based on Inventory of that date:

## ASSETS.

Cash .....	\$2,140,132.77
Due by customers .....	4,841,287.08
Bills receivable .....	47,494.71
Doubtful debtors, valued at.....	39,015.49
Sundry other debtors and book ac- counts .....	133,863.62
Hides and leather on hand and in process of tanning.....	8,647,476.76
Drawbacks due .....	199,127.07
Bark at tanneries .....	1,157,203.80
Sundry personal property .....	161,424.76
Advances to other companies.....	13,725,399.20
Tannery plants and lands.....	7,005,872.30
Stocks of other companies.....	35,446,231.77
Railroad mortgage .....	100,000.00
Treasury stock .....	100,000.00
Unexpired insurance policies.....	34,544.00
	<hr/>
	\$73,779,073.33
Good will account and organization expenses .....	62,819,886.45
	<hr/>
	\$136,598,959.78

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## LIABILITIES.

Accrued interest .....	\$57,600.00
Current accounts .....	130,918.59
Exchange (not due).....	1,449,970.59
Bonds .....	\$7,480,000.00
Less in treasury..	2,200,000.00
	5,280,000.00

Preferred stock .....	62,269,800.00
Surplus—as January 1st, 1901.....	4,540,870.60

	\$73,729,159.78
Common stock .....	62,869,800.00

\$136,598,959.78

On behalf of the Board of Directors,

JOSIAH T. TUBBY, Secretary.

## OFFICERS OF THE COMPANY FOR 1901.

Directors—James Horton, Edward R. Ladew, James R. Plum, Patrick C. Costello, Jerry Crary, Lewis H. Lapham, Oscar B. Grant, John J. Lapham, Lyman F. Rhoads, Gurdon B. Horton, Samuel P. Davidge, Walter G. Garritt, William H. Humphrey, C. Sunner Horton, A. Augustus Healy, Charles H. Lee, Daniel T. Stevens, George W. Childs, Frank H. Goodyear, Joseph H. Ladew, George A. Vail, Edward C. Hoyt, Loring R. Gale, James H. Proctor, Edson G. Davidge, Eugene Horton, Theodore R. Hoyt.

The board of directors elected the following officers and executive committee:

President—James Horton.

First Vice-President—O. B. Grant.

Second Vice-President—Lewis H. Lapham.

Third Vice-President—Edward C. Hoyt.

Secretary—Josiah T. Tuby.

Assistant Secretary—Wm. H. Humphrey.

Treasurer—James R. Plum.

Assistant Treasurer—Wm. H. Humphrey.

Transfer Agent—Harry W. Hill.

Auditor—A. J. C. Anderson.

Executive Committee—Oscar B. Grant, Lewis H. Lapham, Walter G. Garritt, Edward C. Hoyt, James Horton (ex-officio).

The Central Trust Company is trustee and register of the bonds.

A list of the original stockholders and their tanneries is:

N. W. Rice & Co., Boston, Fine Cilmax, Glade Run.

Thos E. Proctor Co., Boston, Oswegatchie, Wilna, Greenwood, Lycoming, Ralston, Penfield, Columbia, Summit, Falls Creek, Athens.

Hoyt Bros., New York, Hillgrove, Delaware, Babcock, Monroeville, Couderport, Limestone, Woodland.

The Horton tanneries of:

Walter Horton & Co., Sheffield.

James Horton & Co., Salamanca.

Horton & Gurd, Cowanesque (Union).

H. H. Crary & Co., Boston Ideal (Union),



Garrett Davidge & Co., Berkshire.  
 Jas. Davidge & Co., Horton.  
 S. B. Davidge & Co., Forest, Aroyo.  
 S. P. Davidge, Salmon.  
 Horton, Crary & Co., Tioneste.  
 Schoellkopf, Horton & Co., Star, Tioga.  
 John McNair & Co., Leicester.  
 Forest Tanning Co., Newark Valley.  
 G. & I. Horton, Torpedo.  
 Horton, Johnson & Co., New Creek (Oak).  
 Dennison Crary.  
 Crary Brothers.  
 Grant & Horton, Ridgway.  
 Horton & Co.  
 Horton, Gildersleeve & Co., Watauga (Oak).  
 The Horton, Crary, Davidge firm.

(Some of the Horton firms were made up for selling the product, but most of them for tanning the leather.)

Fayerweather & Ladew, owned by Edward R. and Jos. H. Ladew, New York, Flintstone Tanneries, seven in number (Oak).

H. G. Lapham & Co., L. H. Lapham & Co., J. J. Lapham & Co., Geo. A. Vail & Co., New York; Clarendon, Barret, Oswayo, Windsor, Sterling IXL, Middleburg.

Schultz, Innes & Co., New York; Scotia, Bruce, Elmhurst, Glen, Caledonia, Wallace, (Union). Eagle Valley (Hemlock).

J. & W. Thorne, New York; Laporte, Pa., tannery, mills and barklands.



Hall & Vaughan, New York; Reynoldsville, Ky.  
(Union).

Hall & Vaughan, Middletown (Oak).

Norman Schultz, Wilcox, Pa.

Schultz & Hoyt, Instanter, Pa. (Union).

W. L. Hamilton, Emporium, Pa., Campbell,  
N. Y.

D. T. Stevens & Son, Stevensville, N. Y.

Root & Keating, Olean and Port Alleghany.

Lee & Co., Crogan Valley and Cedar Run.

J. F. Schoellkopf's Sons, Buffalo.

A. Rumsey & Co., Buffalo City and Holland.

J. T. Tubby, Nicholson, Wyoming (Union).

R. H. McCulloch, Gaines.

F. H. Rockwell & Co., Clarendon.

P. C. Costello & Co., Camden.

Alfred Costello & Co., Costello.

J. W. Hammond, De Bruce.

E. Heintzelman, Germania, per Barnett & Mer-  
ritt, attorneys.

Barnes & Merritt, New York.

L. W. Morss.

J. V. Van Woert & Co., N. Y., Union & Gregg.

J. A. Bechtel & Son, Newport, Pa. (Oak)

Day, Wilcox & Co., Boston, Spragueville, East  
Stroudsburg (Union).

A. I. Decker, Union.

A. B. Stratton, Addison.

G. L. Adams, Oak Valley.

Sherwood, Bullard & Co., Croghan.

Bullard & Co., New York; Star, Belfort, Cas-  
torland.

A. Healy & Sons, New York; Genessee, Cattaraugus, Alleghany.

W. & L. Gale, Penn Creek.

Willets & Co., Stoncham.

Wellsboro Leather Company.

Root & Keating, Bu Carr and Salamanca.

C. H. Faxon & Son, Chestertown.

James R. Plum & Gale, Prentice, Wis.

Wright, Clark & Co., Olean (Union).

E. S. Esty & Son, Ithaca, Candor, Cattahonk.

Henry Poor & Sons, three in Maine.

To comply with the laws of Pennsylvania the properties in that State were incorporated as the Elk Tanning Co., Union Tanning Co., and Penn Tanning Co., with a capital of \$10,000,000 each.

Some of the above mentioned tanneries have been dismantled. The company have bought others in Wisconsin and the West for tanning hemlock sole, and in Pennsylvania and the South for oak sole. In addition they have extract works, oak and hemlock bark lands, and are prepared to furnish leather for the world. Their tannage is mostly hemlock.

The plan of a combination of upper and calfskin tanners was being worked up for about a year and culminated in September, 1899, in the formation of the

#### AMERICAN HIDE AND LEATHER CO.

On September 3d all the property of the concerns was turned over to the official representatives. On

Monday, September 4th, 1899, the organization began business. The individual concerns filed affidavits as to stock on hand September 11th. These affidavits were subject to review by the following, who had been designated to act as appraisers of merchandise.

For the western tanners: W. N. Eisendrath, F. L. Roenitz and H. Stresau.

For the eastern tanners: C. W. Tidd, Matthew Robson, E. L. White, E. E. Elms, T. S. Haight, and C. P. Hall.

It was also voted by the tanners to "take stock as of the close of business, September 2, 1899, and return the same to company's office, No. 40 Wall street, New York, on or before September 11."

The bond and stock certificates were engraved and offered. The bonds are not to be offered to the public at less than 101. The prospects of the stock are figured out as follows:

\$8,000,000 bonds, 6 per cent.....	\$480,000
\$12,000,000 preferred stock, 7 per cent..	840,000

Fixed annual charges.....	\$1,320,000
Profits on annual sales, \$24,000,000 (10 per cent.) .....	2,400,000
Leaving for common stock.....	1,080,000

A more conservative estimate is to deduct the fixed charges—\$1,320,000—from the earnings of the various companies last year—\$1,710,000—which leaves \$390,000 for the common, or about 4 per cent.

It will be noticed that the earning power of the common shows up well here, even when none of the economies of concentration have been introduced.

It is not the intention to put out all the authorized stock at present. Probably \$12,000,000 each of preferred and common will be issued, instead of \$17,500,000 of each.

The earnings of the various companies in 1898 were \$1,710,000. The value of the plants and machinery, etc., is reported by the promoters at \$6,981,000, exclusive of good will, or about \$12,500,000, including good will. The value of merchandise on hand will add considerably more. The company began business with a working capital of \$3,000,000.

A meeting of the incorporating tanners was held Monday, September 18, at No. 40 Wall street. It was expected that a board of directors and officers would be elected at this meeting. This, however, was found to be impossible, because the respective interests of the various tanners had not been ascertained to a nicety. The meeting was therefore devoted to an adjustment of such matters and to other preliminary arrangements.

The property of the following concerns has been transferred to the American Hide and Leather Co.

W. N. Eisendrath Co., Chicago, calf, horse, etc.

Wm. Becker Leather Co., Milwaukee, grains.

White Bros. & Co., Boston, calf.

Buswell, Hubbard & Co., Boston, .....

Middlesex Leather Co., Boston, grains.

Alley Bros. & Co., Boston, satin and grains.

Lambeau Leather Co., Chicago, imit Kang.

Wm. Tidd & Co., Boston, grain.

Hall, Haight & Co., New York and Boston,  
grains and satin.

Stephen Dow & Co., Boston, buff and grain.

Bernard & Friedman, Boston, calf.

J. P. Crane & Co., Woburn, splits.

Watauga Tanning Co., Boston, buff and grain.

M. Robson Leather Co., Salem, wax and grain.

John Blake, Ellenville, N. Y., splits, etc.

C. T. Roenitz Leather Co., Sheboygan, Wis.,  
grains.

James Skinner Co., Boston, buff.

Walker-Oakley Co., Chicago, wax and calf.

E. C. Cottle & Co., Boston, splits.

J. B. Weed & Co., Binghamton, N. Y., grain.

B. F. Thompson & Co., Boston, buff and grain.

Joseph Hecht & Sons, New York, hides

The bonds of the company are payable in twenty years. A sinking fund is provided for the purchase, at not over 115 and interest, of \$115,000 bonds per annum. If bonds cannot be bought at 115 or less, the sinking fund is to be invested in a manner satisfactory to the trustee of the mortgage. Bonds in sinking fund are to draw interest, which is likewise to be invested or used in purchase of outstanding bonds. The Colonial Trust Co. is the trustee of the mortgage.

Thomas W. Hall, of Hall, Haight & Co., the president of the American Hide and Leather Com-



THOMAS W. HALL,  
PRESIDENT OF THE AMERICAN HIDE & LEATHER CO.





pany, is widely and favorably known as a leather merchant. He has been in the trade for thirty-three years, although he is still a comparatively young man. He was born in 1845. Some relatives of his were engaged in the leather trade, which, perhaps, decided him to adopt that vocation. In 1866, he became a salesman for Keck & Mosser, at No. 7 Ferry street.

In October, 1872, he went with John B. Alley & Co. One year from that time he became connected with Stephen Kistler & Co., and in October, 1876, formed the firm of Kistler, Hall & Co. In 1883, he formed with H. B. Vaughan the firm of Hall & Vaughan, which built and managed some large tanneries. This firm was dissolved later, and their sole-leather tanneries were merged in the United States Leather Company. Mr Hall for some time after the organization of the company was actively engaged in its selling department.

In 1894 the firm of Hall, Haight & Co. was formed with tanneries at Ballston Spa, New York, and stores in New York and Boston. The firm has an immense production of grain and split leather. Mr. Hall has gained a prominent place in the trade by reason of his aptitude for affairs, and his uniform urbanity and integrity. His name was mentioned from the first as president of the new corporation, and he had, in his important office, the hearty support of his colleagues to an eminent degree.

William N. Eisendrath, first vice-president, was born in Chicago in 1856, and has resided there con-

tinuously ever since, with the exception of two years spent at school in Germany. He received a grammar and high school education in the public schools of Chicago. His first business experience was as salesman for the Stearns Lime Co. Leaving that employment in 1876, he started in the tanning business in Chicago with his cousin, B. D. Eisendrath, and the firm name of B. D. & W. N. Eisendrath. Their product was largely sheep and glove leathers at the start, but later various lines of shoe leathers were produced. This firm was dissolved in 1885, and the firm of W. N. Eisendrath & Co. was organized, which succeeded to the business of the former house. In 1892 W. N. Eisendrath & Co. was incorporated. At that time a brother, Joseph, left the concern, taking with him the glove manufacturing department, which had, by that time, assumed large proportions. A few years ago one of the firm's tanneries was destroyed by fire, and a year later their present large tannery building was erected, which places them among the foremost producers of calf and horsehide leathers in this country. They were among the first to introduce dongola shoe leathers,, also many other lines which are now in general use. Mr. Eisendrath is a public spirited citizen, and takes a deep interest in charitable affairs. He occupies a foremost position in the leather trade of the West, which has been attained through untiring industry and integrity, and from a small beginning.

E. L. White, of White Bros. & Co., tanners of

calfskins, was vice-president of the new corporation, graduated from the Lowell schools, and at an early age went into his father's tannery. He resigned in May, 1901. He soon became a practical tanner and was always in search for something new. In 1881 the firm made alum sheep, dongola, alligator, etc. In 1887 he, with his father and two brothers, formed the house of White Bros. & Co., making kangaroo, glazed kid and calfskins. Originators, but never imitators, they soon introduced the famous Ooze calf, a leather which gained a world-wide reputation. Subsequently they produced Russia calf, and, it is claimed, they were the first concern in this country to give it the peculiar odor of Russia leather. They afterward introduced Box and Willow Calf, patenting their trade marks. They constantly increased their production, enlarging their tannery at Lowell till at present they have one of the largest and best appointed plants in the United States. In 1898 they moved into the new building erected for them on the corner of Atlantic avenue and East street.

Theodore S. Haight, third vice-president, is a member of the firm of Hall, Haight & Co., and is a resident of Ballston Spa, N. Y. He is a son of Samuel Haight, the founder of the house of Haight & Co., established in 1872. He is a young man, about 35 years of age, a thoroughly practical tanner and is in charge of the large tannery at Ballston Spa. His whole education and training have been along the technical and practical lines of the indus-

try. Mr. Haight is an all-round business man and possesses a liberal education. He is a director of the Ballston Spa National Bank.

A mortgage was recorded September 25, 1899, in the Essex County (Mass.) Registry of Deeds at Salem upon the American Hide and Leather Company to the Colonial Trust Company of New York. The mortgage secures an issue of bonds for \$10,000,000. The revenue stamps affixed to the document were valued at \$5,000.

The 6 per cent. first mortgage 20-year sinking fund gold bonds of the American Hide and Leather Company are to be placed on the market by J. & W. Seligman & Co. In Boston E. H. Gay & Co. will receive subscriptions. The total amount of bonds authorized by the company is \$10,000,000.

The American Hide and Leather Company in October, 1899, leased for a long term of years the large building at the corner of East street and Atlantic avenue, and will make it the Boston headquarters of the company. The building is directly opposite the new Southern Union Station, and faces the big hotel now being erected by the Bowditch Syndicate.

The annual meeting of the American Hide and Leather Company was held in Jersey City, September 5th, 1900. The following directors were elected.

C. H. Buswell,  
Charles W. Tidd,  
William Becker,

W. N. Eisendrath,  
Thomas W. Hall,  
E. L. White,

Albert Bernard,	Theodore S. Haight,
Thomas Kiernan,	Aaron Hecht,
James Skinner,	M. Robson,
Geo. A. Hill,	F. L. Roenitz,
Henry Seligman,	E. E. Elms,
Frederick Strauss,	James B. Weed,
	Thomas J. Ryan.

In the above list there are the names of five persons who are not tanners. They are Henry Seligman and Frederick Strauss, of the banking house of J. & W. Seligman & Co., who have acted as underwriters and syndicate managers; Thomas J. Ryan, the promoter of the enterprise; Aaron Hecht, of Joseph Hecht & Sons, calfskin dealers, and C. A. DeGersdorff, of Seward, Guthrie & Steele, attorneys for J. & W. Seligman & Co.

The directors met at 2:30 in the afternoon at the headquarters of the company in Cliff street, New York, and elected the following officers:

President—Thomas W. Hall.  
 First Vice President—W. N. Eisendrath.  
 Second Vice-President—E. L. White.  
 Third Vice-President—Theodore S. Haight.  
 Fourth Vice-President—Aaron Hecht.  
 Secretary and Treaurer, George A. Hill.  
 Secretary and Treasurer in Boston—Wm. O. Cutter.  
 Secretary and Treasurer in Chicago—E. V. Gale.  
 Executive Committee—Thomas W. Hall, E. L. White, W. N. Eisendrath, Theodore S. Hait, Aaron Hecht.

The executive committee now numbers but five, instead of seven. The offices of secretary and treasurer have been combined.

The following report was submitted:

### ASSETS.

Cash .....	\$399,248.96
Due by customers.....	1,615,955.28
Bills receivable .....	15,811.19
Sundry book accountsss .....	20,798.60
Hides and leather on hand in process of tanning.....	7,221,641.25
Drawbacks and overpaid duties....	56,008.98
Sundry personal property.....	301,570.79
Advances other companies.....	263,227.12
Cost of properties.....	25,202,423.40
Stocks of other companies.....	430,000.00
Unexpired insurance policies.....	50,335.63
Stock in trust.....	10.00

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\$35,577,030.93

### LIABILITIES.

Accrued interest .....	\$141,155.56
Sundry book accounts.....	74,881.57
Foreign exchange, not yet due....	2,022,801.83
Bonds .....	8,525,000.00
Consideration mentioned in mortgage .....	80.00
Preferred stock .....	13,000,000.00
Common stock .....	11,500,000.00



\$35,263.918.96

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Surplus ay 31, 1900.....	\$313,111.97
Interest paid, March 1, 1900.....	253,950.00
Interest accrued, May 31, 1900....	127,875.00

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Profit for nine months (Sept. 2d, 1899,

May 31, 1900, inclusive)..... \$694,936.97

On behalf of the Board of Directors,

CHARLES W. TIDD, Treasurer.

New York, Sept. 4, 1900.

Several circumstances have conspired to make the report less favorable than those who have been thoroughly informed have anticipated. In the first place the firms that joined the American Hide and Leather Co. sold in August, 1899, in the neighborhood of \$4,000,000 worth of leather in order to realize in cash and straighten out their affairs before merging their concerns into the combination. This left the company with practically clean floors at the outset, and they were obliged to begin tanning heavily to recruit their stocks. Then, again, prices of hides were high. Buffs were 10 1-2c. in the latter part of August, 1899. The company may have been caught somewhere during the last quarter of 1899, or beginning of 1900, with leather tanned from dear hides which had to be sold on a declining leather market. Of course, the sources of information possessed by the company are so diversified that that kind of busi-

ness must have been limited by the management as closely as possible. Yet it is difficult to understand how the organization can have avoided an appreciable loss in this way.

The report is for nine months only, from Sept. 2, 1899, to May 31, 1900. Of course it took some time for the company to get into smooth working order, and they started in with bare floors, it might be said that the real business year was reduced to even seven or eight months. The profit for nine months is stated at \$694,936.97. Out of this sum \$381,825 was paid for interest on bonds, leaving a surplus May 31, 1900, of \$313, 111.97. With this showing dividends on the preferred stock are a matter for indefinite future conjecture. The report, on the face of it, cannot be called satisfactory. But there were disabilities during the nine months that will not be present during the current year. The company have been getting to work, and may be said now to be well under way. Most people will doubtless suspend judgment upon the prospects of the organization until the report of the first full year.

#### MOROCCO MANUFACTURE.

The manufacture of morocco was introduced in the Swamp at an early date. Among the pioneers of the trade in the Swamp were the following:

Benjamin Birdsall & Co. began the manufacture of goat and sheep morocco in 1790. Their factory was in Ferry, near Cliff street.

Jacob Mott, whose factory was in Frankfort street, near Gold, part of the site of which is now occupied by the warehouses of A. K. Ely, commenced in 1795. He manufactured goat and sheep. He retired in 1815, and removed to Westchester County, N. Y., where he became a popular Quaker preacher.

Daniel Musgrove commenced in 1795, at No. 18 Jacob street. He did an extensive business in the manufacture of sheepskins. He retired in 1825, and was succeeded by his son-in-law, Daniel Braine.

During the last war with England, 1812-1815, the British blockaded the port of New York, and consequently no goatskins could be had. Morocco manufacturers were obliged to finish native sheepskins as a substitute. They were sold to the shoemakers as high as \$48 per dozen in the currency of that time.

Isaac Sherwood began business at No. 53 Frankfort street, in 1829. He continued in successful business and retired in 1833 with an ample fortune.

Jonathan Trotter commenced in 1817. He was for many years the most extensive manufacturer of sheepskins in the country. He had two factories—one in Ferry street, the other in Brooklyn. He retired in 1840. Mr. Trotter served two terms as Mayor of the city of Brooklyn, and was popular as a business man and chief magistrate.

Wm. A. Burtis began in 1820. His factory was at No. 13 Ferry street; he manufactured sheepskins. Mr. Burtis was succeeded in 1835 by

James R. Smith, who continued the business with success for many years. Mr. Smith was one of the original members of the National Exchange, and took a great interest in its organization. He was greatly esteemed for his high social qualities, and was an honest man.

George Watts commenced business in 1820. His factory was at No. 77 Vesey street. He was the first to manufacture fancy-colored morocco for book-binding, etc. He came from England, where he learned the trade. He moved his factory to No. 24 Ferry street about 1824, and died in 1826. He was succeeded by his widow, an energetic and intelligent woman. She superintended the business personally, often handling the skins in the tray herself. No man in the trade, at that time, was more thoroughly practical and expert in all its branches than she, and no woman was more esteemed in social life. She was very successful, and at her death, in 1834, was succeeded by her sons, James and George Watts.

Thomas Rogers commenced the manufacture of buckskin leather at No. 89 Gold street about 1820. The quality of the leather made by Mr. Rogers was excellent, and was used in making suspenders, gloves, shirts and drawers, the latter being used, by advice of physicians, for the cure of rheumatism. He retired in 1838.

#### GARNAR FAMILY.

Edward M. Garnar occupied the premises on the retirement of Mr. Rogers in 1838. He manufac-

tured colored skivers for book-binding, etc. Mr. Garnar removed his factory to Brooklyn. His two sons, Thomas and E. M., Jr., were largely engaged in the manufacture of bark-tanned sheepskins and skivers. The firm of Thomas Garnar & Co. was established about half a century ago. They tanned sheep, deer, calf and kid skins into fancy leather, and gained great fame for their fine and novel products. Thomas Garnar died a few years ago, and James V. Walsh and Henry Walsh, his partners, continue the business in the Swamp.

Burbank & Co. built a large factory at Gowanus in 1832. H. M. Warren was a partner. Mr. Burbank was lost on the steamer Atlantic, on the Sound, in 1846. Mr. Warren did business after that at No. 20 Spruce street, and built a factory in Brooklyn. His son, H. M. Warren, Jr., was a partner, but went to Denver. H. M. Warren died in 1901.

Thomas Chase manufactured in Wooster street in 1842. He was a chemist, and lost his money experimenting in tanning goat skins.

In the early part of the summer of 1832, New York was visited for the first time by that dreaded epidemic, the Asiatic cholera. New York suffered more than any other city, probably on account of its being at that time the favored port of entry for the immigrant. A panic seized the people in consequence of the daily increasing mortality, and large numbers fled with their families into the country. Nearly all business ceased. Notwithstanding the almost general stagnation of business, all the

morocco factories continued in operation, though not to their full capacity. The remarkable fact was brought to the observation of physicians and others that not one death occurred during that summer of pestilence among the whole number employed in the various branches of the morocco business in the city. The fact was then established that the morocco factory, notwithstanding some unpleasant features, was not detrimental to health, as some Health Commissioners endeavored, but failed to prove, in later years.

James S. Rockwell began the manufacture of sheepskins in 1838; he had an office or desk room in Theater Alley, near Beekman street, for the sale of his goods. His factory, which was built by his father, Theron Rockwell, in 1814, was in Colebrook; he subsequently had a salesroom corner Vandewater and Frankfort streets, and afterward at No. 46 Ferry street. In the early part of 1849 he removed to the large warehouse erected by him at No. 47 Ferry street, where he continued until he removed to Duane street, near Broadway. The Winstead, Conn., factory was erected by Mr. Rockwell in 1852; in 1856 he built the factory in Brooklyn; it was of brick, and at that time was the largest sheepskin factory in the United States. About 1872 Mr. Rockwell enlarged it, covering nearly the entire square, being in dimensions, 1,400 feet long, 40 feet wide and four stories high. The firm had also in operation two tanneries in Broome County, N. Y., in addition to the Winsted factory, for the



manufacture of bark-tanned sheepskins exclusively. These three factories were under the control and management of John T. Rockwell. The factory in Brooklyn was under the personal supervision of James S., and was used entirely for the manufacture of sumac-tanned stock, which was colored and finished in all varieties for shoe and other purposes. Mr. Rockwell had the faculty of selecting the right men for the right places, and associated with him under the firm of J. S. Rockwell & Co. several younger men who had grown up in his service, the first of whom, John Westervelt, retired with an ample fortune; afterward, Samuel G. Bass, and subsequently George Whiting, became associated in the business. Theron Rockwell, father of James S., died January 30th, 1848. A remarkable mortality occurred among the members of the firm. James S. Rockwell died January 3d, 1879, after a few days' illness; Samuel G. Bass died February 15th, 1881, and George Whiting died November 25th, 1883.

John Just began the manufacture of goat and sheepskins in 1845 in Thirty-third street. About 1855 the firm of Just & Rutter was formed, and continued several years. Wm. Rutter had been a clerk with John Just since 1849. At the death of his father, who was a civil engineer, Wm. Rutter and his brother, Thomas, completed, successfully, all their father's contracts, among which were the Allegheny Tunnel and some extensive works in New York. After the completion of these contracts Mr.

Rutter resumed the manufacture of morocco in Forty-ninth street, where he continued until he removed his manufacturing business to Waterbury, Conn. His son, Wm. P. Rutter, continues as Rutter & Turner.

H. & C. P. Bucking began the manufacture of sheepskins in Thirty-ninth street. C. P. retired about 1860. Henry continued the business, and erected, in 1861, a factory at West Farms. This factory was enlarged on several occasions. On December 1st, 1869, George A. Vroom became a partner with Henry Bucking, under the firm of Bucking and Vroom, and continued until April 12, 1873, when the business, together with Bucking's separate wool business, was incorporated under the name of the Bucking Wool and Leather Company, with a capital of \$1,000,000. The name was changed in 1873 to the Bucking & Vroom Leather Co. Soon after this Bucking, with the aid of friends, established the Bucking Leather Manufacturing Co. Mr. Bucking died several years since. M. Armstrong & Son ran this factory a few years. William Armstrong, of the Armstrong Leather Co., learned his trade there.

The Morocco Manufacturers' National Association was formed November 3d, 1865. Maurice S. Kerrigan was its first president. Henry Burk held the office several years. Henry F. Mitchell, of Philadelphia, is president now—1901.

McDermott & Howard is the oldest firm, founded by John McDermott in 1848. Their factory is in

Brooklyn. M. Frank McDermott, son of the senior, and Wm. J. Howard, are the partners.

James Kerrigan was a pioneer. He began about 1820, at the corner of Ferry and Gold streets. He made a fortune. His son, Maurice S. Kerrigan, succeeded. His name is honored among manufacturers of morocco.

The Manhattan Kid Works are in Brooklyn. Eugene Newman is president, Matthew Howard manager.

The Blatz Leather Company make in Elizabeth, and sell their stock in the New York Swamp. They took the gold medal at Paris in 1900. F. J. Blatz is president, Wm. V. Manning manager.

The great firm of F. Blumenthal & Co. have been in New York since 1873. They import goat skins, and manufacture in Wilmington. Mr. Blumenthal spends much time in Europe, selecting raw material, and Julien Stevens Ulman is the leading spirit here.

The American Leather Company manufacture in Wilmington, with store in New York. Wm. McCarroll and J. E. T. McCarroll attend to the trade. General James Parke Postles, the president, is the manufacturer. Wm. McCarroll is a member of the Chamber of Commerce, chairman of the committee on city affairs of the New York Board of Trade and Transportation, also on the executive committee of the National Association of Manufacturers and a director in the Oriental Bank. He is superintendent of the Sunday school of the Duryea Pres-

byterian Church, Brooklyn, a member of the Union League and Marine, and Field Clubs, of Brooklyn, and the chairman of the "Brooklyn Committee of Fifty," an organization of citizens in behalf of civic welfare.

James R. T. McCarroll, the treasurer of the company, entered the Swamp in 1882, leaving the wholesale boot and shoe house of William Neely & Co., where he had been cashier for a number of years, to associate himself with his brother in the firm of Wm. McCarroll & Co. On the organization of the American Leather Co. he was elected treasurer. Mr. McCarroll is a gentleman of quiet habits and demeanor, and strictly attentive to business. His home is in Orange, N. J., where he takes some part in matters of public interest and in local politics. He is also active in Sunday school work, being superintendent of a large Presbyterian school in East Orange.

#### BOOTH & CO.

This firm are among the largest and richest in the business. They import skins from Brazil and other points, and manufacture at Gloversville and Philadelphia. No house has done more for the trade than Booth & Co. They have introduced the dongola and the patent kid tannage, and have been active in protecting the interests of the trade in tariff litigation. Julius Kuttner is the resident partner.

#### J. EINSTEIN

is an old and energetic merchant. For many years

he has imported "La Tour" bronze kid, and controls its sale in this country. He aims to keep fine grades of other goods, and looks over the markets of Europe regularly for such stock. He has for a few years led in the sale of vestings for shoe tops,

#### RICHARD YOUNG COMPANY.

This organization conducts the business founded by Richard Young, one of the most sagacious, energetic and successful merchants the Swamp has ever seen. When a young man he came from Philadelphia and worked for Rose, Baldwin & Rose. In 1880 he started for himself. He made a great success of "Camelopard" leather. Several years ago he bought the store No. 36 Spruce street and greatly improved and enlarged it. In 1898 the Richard Young Company was formed. Mr. Young was president, James Moore Montgomery treasurer and manager, John S. Jackson secretary. They have factories in Gloversville and Brooklyn, and stores in New York, Boston, Gloversville and Sydney, Australia. Mr. Young is a director in the Hide and Leather Bank, and member of the Chamber of Commerce, Board of Education and other institutions. He is a prominent public-spirited and self-made man.

Mr. Montgomery, the treasurer, was born at Fort Hamilton. He is of an old family, and received an education that fitted him for a high position such as he holds in a mercantile house of high standing.



**ABE STEIN COMPANY.**

Abe Stein was the pioneer goat skin dealer, dating from 1874. Later he established houses in Europe, Arabia, Africa and South America and China. About 1893 he organized the Abe Stein Company, importers and exporters of skins. Mr. Stein is an enterprising and sagacious merchant. His company is officered as follows: President, Abe Stein; treasurer, Theo. Minzesheimer; secretary, E. Stein.

**EILERS & BECKER LEATHER COMPANY.**

Anton Eilers is one of the solid men of the New York leather trade. He began his operations in the Swamp in 1855 as a boy. In 1868 he became a partner in F. Wigand & Co., and afterwards with Joseph Morris, importer of fine leather. In 1875 the firm of Bittel, Tepel & Eilers was formed. They were large importers of C. Heyl and other brands of calfskins. The next change was to the Eilers & Movius Company, about 1892. They began to manufacture gne leather on a large scale. Dietrich Eilers, a nephew of Anton Eilers, was taken in the firm in 1893, after graduating at college. He has charge of the Boston store. Anton Eilers owns the store 38 Spruce street, in which his firm do business. In 1900 Mr. Movius retired, and his place was taken by Charles Becker, well known in the Swamp. He began in the leather business in Europe. In 1867 he came to New York with Heubner & Heller. In 1884 he went with Charles Hanselt as salesman, and was in charge of sales for



Booth & Co. later. In 1901 he took the interest of Mr. Movius, and the style is the Eiler & Becker Leather Company. The firm manufacture glazed and dull kangaroo at Gloversville, kangaroo calf, grain calf, etc., at North Cambridge, Mass., and glazed calf and neat kangaroo at Wilmington, Del. They sell M. M. D. patent leather, Simon kid and other fine imported stock at their New York and Boston stores.

#### N. OSOLDSON

came here from Norway about a quarter of a century ago. He was for some years with Shattuck & Binger, but engaged in business for himself a few years ago as a dealer in leather and findings.

#### ARMAND SCHMOLL

is a merchant and manufacturer. He has a hide business with connections in Basle and Paris, and at Woodside, N. J., he has a patent calfskin factory, one of the first and most successful established in the United States.

#### ALPHONSE WEIL & BROTHERS.

The father and grandfather of the members of this firm founded the hide and leather business in Strassburg, Germany, almost a hundred years ago. The present style was adopted by their descendants, who organized business in Paris and New York. Aaron and Edmond Weil are here. They export and import leather and hides, and have business connections in all parts of the world. They are young men of ability and thorough business principles.

**SELLMAN & CO.**

This firm make cut soles and deal in oak sole leather. Frank H. Sellman was in business in Baltimore. He came here with Fayerweather & Ladew, and when they left the Swamp he organized this firm and engaged in business for himself. His son, J. H. Sellman, was taken as partner. They have stores in New York and Boston.

**MORRIS J. DRUCKER**

came to this country from Germany in 1855 and settled in Nashville. In 1866 he came to New York and engaged in the leather business. He died January 1st, 1901, and was at that time the oldest importer in the trade. He was highly esteemed as an honorable man, and he always had a good record. His son, James B. Drucker, who had been with his father thirteen years, succeeded to the business.

**RUTTER & TURNER.**

This firm and its predecessors have been in the Swamp half a century. The members are practical, reliable, honorable men. They make in Brooklyn all kinds of leather from sheepskin, goat, deer and calfskins, for bag and bookbinders' uses.

**BITTEL. TEPEL & CO.**

This is a solid, reliable firm of high standing in the community. They are known as agents for the C. Heyl patent leather and calfskins, made in Ahms, Germany. Mr. Bittel lives in Worms and attends to the business there. William Tepel and

Albert Tepel are the New York representatives. They also import Charles Simon and Fils and "Lion" calf, and deal in domestic stock.

**WM. H. SHEELY,**

with his brother, F. Sheely, Jr., came here from the interior of the State to sell leather they tanned. Their father, Fred Sheely, has been a tanner in Elmira and vicinity fifty years. The young men divide the business. Wm. H. Sheely owns and runs four tanneries. The product is 1600 sides a day. He has a store in Boston. F. Sheely, Jr., sells these and other tannages in New York.

**FRANK S. KILPATRICK**

manufactured shoes in New Brunswick, N. J., but not liking the location came to New York and eventually went into the leather business. This was in 1877. He sells the Quaker City glazed kid, R. K. Johnstone & Co., Goodyear welting and fine shoe goods.

**J. S. BARNET & BRO. CO.**

This is not a new firm, but one that has firmly established a great business. They began in 1873, dealing in calfskins. In 1885, however, they bought the tannery at Little Falls, N. Y., and rebuilt it, until it is one of the largest in the country. They incorporated in 1901. They make chrome, vegetable and bark tanned calfskins, and do a large domestic and exporting business. They took the gold medal for their exhibit in Paris in 1890—the

only one that ever came to this country for calfskins.

#### **BERTHOLD HAHN.**

Berthold Hahn, George Hahn and Samuel Hahn do a kid and patent leather business under the above style. Their father, Isidor Hahn, was the pioneer in making calf kid in this country. His boys were brought up in the business. They now sell Durgan, Hood & Co.'s and Geo. Baum & Sons' kid and George Stengel's patent leather. They have introduced these goods into every factory in New York and vicinity.

#### **THE SWAMP OF TO-DAY.**

While the old firms that made the reputation of the hide and leather trade have been merged in corporations or retired, there are many in business yet that should be mentioned. Among them are:

#### **WM. H. ADDOMS & CO.,**

Who were established in 1871, and have a good record for thirty years of a mercantile career as leather dealers. Wm. H., S. K. and A. H. Addonis compose the firm.

#### **KELLOGG & SHEDDEN**

Are a sole leather firm. Mr. Kellogg's father was a weigher in the Swamp. Mr. Shedden lives in Boston and attends to their Eastern business,

**PFISTER & VOGELLEATHER CO.**

This great firm that tans almost every kind of leather known has one of their stores in New York. Guido Pfister and A. H. Vogel founded this house in Milwaukee fifty years ago. Sons of the founder conduct the business now. Fred Vogel, the president, rates high as a business man. Their capital is represented by millions of dollars. Wm. H. Heller is their agent here.

**HARBURGER & STACK.**

This is one of our youngest firms. Julius Harburger and Richard Stack were brought up in one of the most solid mercantile houses, and formed their firm about three years ago. They export and import hides and leather. Julius Robertson was special with them up to 1901. They own a line of sailing vessels running to Honduras and Central American ports and deal in the products of those countries, East Indies, etc.

**H. E. & E. D. WILLIAMS**

Established a leather house here in 1859. The senior was formerly in business in New London, Conn. Chas. D. Williams, his son, came in the firm in 1885. They finish all kinds of leather.

**D. B. FLEMING**

Is a currier of harness leather. He has two sons connected with his business. Mr. Fleming is a familiar figure in the Swamp, a hard-working man and a frugal merchant.

**E. R. LAZARUS**

has been a successful merchant, dealing in goat skins. He established himself as an importer in 1888, and furnishes morocco manufacturers with skins from all parts of the world. Mr Lazarus is a real estate owner, and has some lots located in the geographical centre of Greater New York.

**J. FROWENFELD**

has been a buyer of goat skins in Europe for thirty years. In 1887 he established a connection in New York, representing Antoine May, of Paris.

**S. H. FRANK & CO.**

This is a great California house with store in the Swamp. They make oak sole, cut soles, and harness leather. They are the only tanners on the Pacific coast with a store in the East.

**WM. C. BUCKLEY**

makes Goodyear welting, and has a large factory on Ferry street. His father was a tanner and leather merchant.

**A. L. HARRIS & CO.**

This firm make and deal in fancy leather exclusively. Druggists' supplies are part of their stock in trade.

**TALBOT & FORFAR.**

This firm have dealt in leather for twenty years. Both partners were with Henry Arthur. S. H. Talbot joined the Twenty-third New York Battery during the war, when he was seventeen years old,



going in a private and coming out a sergeant. This battery fired the last cannon shot of the war at Monsville, N. C., April 13th, 1865.

#### TRADE BANQUET.

On the evening of February 10th, 1859, an elaborate banquet was given by the hide and leather trade of New York, at the Metropolitan Hotel, corner of Broadway and Prince streets. Tanners were present from Boston, Lynn, Baltimore and Philadelphia. There were 340 guests. The committee of arrangements were Isaac H. Bailey, chairman; Joseph E. Buckley, secretary; John F. McCoy, treasurer.

The committee with them were Jackson S. Schultz, Wm. Miles, Oliver Hoyt, Aaron Healy, John Armstrong, Edwin Thorne, James Fraser, William Palen, Geo. F. Butman. It was the first, and only banquet, given by the New York trade. There are not more than half a dozen men now living who attended it. Those who eulogized the fathers of the trade on that occasion are now remembered as being among the founders. The merchants of to-day will be interested in reading an account of the proceedings at this convivial meeting of tanners, leather and shoe manufacturers of the olden time. Particular interest attaches to three speeches that contained prophetic utterances. That of B. G. Boardmen foreshadowing Cuban affairs and the Suez canal; Wm. A. Hall, predicting city factories with steam power, and labor-saving ma-

chines, and of Jackson S. Schultz, who said we should supply Europe with leather, and did so much to bring it about.

At nine o'clock the guests sat at the table. Rev. Robert McCarter, D. D., the son of an old Swamp tanner, asked the blessing. Colonel William Kumbel, the oldest member of the New York leather trade, was in the chair. He was the pioneer belt-maker and had always lived near the Swamp. In opening the intellectual part of the entertainment Mr. Kumbel said: "I will take you back for a moment to the Swamp as it was in my youth, fifty years ago! The block bounded by Ferry, Frankfort, Jacob and Gold streets was an entire block of tanneries. There were two in Frankfort, one each in Gold, Vandewater and Ferry streets. There was not a three-story building in the Swamp. Influential men in business were Gideon Lee, Abraham Bloodgood, David Bryson, Cunningham & McCormick, Jacob Lorillard and Israel Corse. The sales of the largest house were only about \$200,000, while now such firms sell \$2,000,000 to \$4,000,000 yearly."

Benj. G. Boardman, a prominent Boston dealer, said: "Allow me, with the eye of imagination, to take a look at our trade in the next century. The tanners and merchants will be double your present number. The civilized world will be your customers, and perhaps Cuba and Central America will be part of your territory. Why, to-day we are four months in receiving hides from India by the Eastern routes and in sailing vessels. Our posterity

will receive them in thirty days by the Western route, and steam transit. We know the gilt-edged character of the paper of the hide and leather trade, but I hope that all paper issues will give place to rods and bars of gold, and financial improvements that will banish panics and panic-makers from the land.

William Claflin of Boston said: "Our people, soon after the Revolution, began to invest money in manufacturing. In 1810 shoes made in most parts of Massachusetts were intended for home use, but attempts were made to extend the trade. One old manufacturer in Worcester County thought himself very lucky when he was able to cut up one side of sole leather a day. About 1811 the shoe peg was invented. By increasing the demand it turned the attention of manufacturers to the extension of the trade. Markets were found in the South. From 1820 to 1830 the business was rapidly extended and an old barn or deserted meeting house was often turned into a shoe factory. The progress was limited, and a person who made 25 cases a week was considered a manufacturer of note. Now, some houses produce 500 cases a week. Since 1830 the trade has been methodically divided. Whole towns are devoted to only one kind of work. In Massachusetts, 40,000 persons (say every eighth male adult) is engaged in making shoes. Since 1851 the introduction of sewing machines for closing the uppers, and a few other ingenious inventions which obviated the necessity for working in a

stooping position has had a tendency to develop the muscles, and has been better for the health of the workers. In Massachusetts the annual value of shoes made is \$35,000,000 to \$40,000,000, and of leather \$20,000,000. This exceeds cotton and woolen manufacture. As to increase of business, no limit can be assigned. The time will soon be here when from all quarters of the globe the demand will come. Thus from generation to generation the growth and progress of the business will continue to contribute to the wealth of the community and the advantage of all engaged in it.

John Armstrong, of M. Armstrong & Sons, described the variety of "kit" and findings then in use to make and repair shoes. Most of these are obsolete now. He said that many staple articles came from England, France and Germany, although almost every year the importation of some articles were dropped, as Yankee ingenuity is ever at work inventing new labor-saving instruments. The effect of this is that while leather is dearer, shoes are constantly growing cheaper, the use of machinery making up the difference in cost. When we think," said he, "of the climes and countries from which we are drawing our supplies to shoe the people of America, we feel that none have a better right than we to join in the praise of commerce. The cattle of South America, the kips of India, the calves of Europe, the sheep of England, the goats of Mexico, the seals of the northern coast and isles, the horses of the great Southern plains, the cattle

grazing on a thousand hills, all have to contribute their coats to shelter our feet. We send to England for lastings, thread and tools; to France and Germany for fine leather; to Italy for silks; to Russia for leather and bristles; to the Straits for oil. Vessels take long voyages to bring us hides from the Golden West, from Africa, or to transport the japonica from India, the sumach from Sicily or cochineal from Honduras."

The speech of Mr. Armstrong shows the importance of the findings trade forty years ago. In all our cities were scores of dealers whose sales to custom shoemakers were large. New Orleans had a great trade. There were eight firms importing calfskins there. All that trade has died out.

George F. Thomae, a hide importer, said that in 1838 the import of hides to the United States was 613,500 pieces, value \$2,000,000. In 1858 they were 2,757,000 pieces, valued at \$10,000,000.

William A. Hall, of Benedict, Hall & Co., said it would be impossible from the position the shoe trade occupied, to conceive the difficulties they had to encounter forty, or even twenty years ago. Scarcely a decent store could be got for the business. Lofts or cellars were looked upon as good enough. An old and worthy gentleman in our trade, on seeing a store in Pearl street marked "To Let," asked the rent of it. The agent inquired for what purpose it was wanted. Being told for the shoe trade, he said that the store was the property of a widow and orphan children, and he was sure



neither he nor they would consent to have it used for such a business, and he added: "The shoe trade should never have been permitted to extend beyond the limits of the Swamp, where it is the custom to sell 10 per cent. of water in every pound of leather." The sales of New York jobbers are now \$15,000,000 annually. There are 56 in the wholesale and 842 in the retail shoe trade. The first revolution in the trade was the beginning of making pegged work. I well remember the first pegging machine. Charles D. Bigelow owned and ran it. Previous to its introduction, nothing but sewed and nailed work was known. Now seven-eighths of the shoes made are pegged. Mr. Hall closed with the following prediction: "I am confident that at no distant day we shall see erected in our chief cities, large and convenient factories containing the steam engine and filled with labor-saving machinery now unknown, or of which we have only a vague conception, all contributing to diminish the cost, increase the production, and give additional value to the wearing qualities of shoes when made."

This remarkable prophecy, made by Mr. Hall, has been fulfilled to the letter.

Jackson S. Schultz spoke on the future of the trade. He said we must command other markets for our products. To do this we must adapt our leather to the wants of other nations. There is a struggle going on quietly that will give us the markets of the world for bark tanned sole leather. No man can pretend to foretell the future of our



trade; but destiny has made us the tanners of the world, and we but poorly perform our duties if we do not take our destined position. At the same time, the advancement in growth in our country is unmistakable. The new states in the Pacific and in the West are opening a great trade in supply and demand. We want to be prepared for all this influx of trade.

Mr. Schultz closed by offering as a toast: "The Success of the 'Shoe and Leather Reporter,'" and said the conductors of that paper had very kindly assisted the committee in carrying out the arrangements of the festival. The sentiment was responded to by F. W. Norcross, who represented the "Reporter" on that occasion.

J. K. Gamble, leather inspector, replied for Philadelphia:

Mr. President and Gentlemen:—On looking around this evening I have been expecting to see our Hills, our Kirkpatricks, our Mussers and our Howells, and I little thought the honor would be assigned me to represent our city at the Hide and Leather Dinner this evening. The advantages of the city of New York can hardly be overestimated, whether as a centre of trade or as a focus of political influence, or as possessing the advantage of rapid communication with the whole world. As to the leather trade of Philadelphia, it has increased 100 per cent. during the past ten years. It is now stretching out its strong right arm, and as it advances, the land will be cleared, and the woodman's

axe will be heard in the forests of Pennsylvania. You have opened all the State of New York. You have been before us in your enterprises. But we will follow you, nor will we give up the race until we can roll up our three millions of sides in the city of Philadelphia. Feeling thus respecting my own city and my own trade, I cannot repress a sentiment of pleasure as I look upon the old men and the young men by whom I am surrounded, and I will freely confess that I am proud to be associated with so noble a body of men as those composing this assembly to-night, and I shall never forget the cordial reception with which you have welcomed me. When you visit Philadelphia, New York, Baltimore, Boston, where does the business flow from? True, we cannot compete with you in the importations.

Benj. De Ford, of De Ford & Co., of Baltimore, replied for that city:

He said he was proud of the honor of representing one of the sister cities, and the hide and leather trade of the South. He had had the honor for thirty-five years to be one of the body, and the friendly, warm reception he had met with that evening would attach him still more to his profession and to those who in New York and elsewhere were fellow-members associated in it with himself. With the permission of the president, he would state some acts illustrative of the progress and growth of the trade of Baltimore and its vicinity. The increase of leather inspected showed an increase of

300 per cent. between the years 1832 and 1858. Various improvements in the processes of tanning had with great advantage been adopted, and not only lessened the time of tanning, but increased the weight of leather and improved the quality. Referring to the different markets of Boston, Philadelphia and Baltimore, he showed that the yearly increase in each was for 15 years past constantly the same, being about 10 per cent. per annum. He added, that in 1847 New York had increased from one million of hides inspected to three and a half millions, an expansion equal to about 20 per cent. per annum. The cause of this large development, he thought, was to be found in the growing prosperity of the country and the important works of internal improvement, which, by affording new facilities for commercial operations, developed more rapidly the resources of the State, and gave an extraordinary impulse to every trade possessing vitality and capable of growth.

Shepherd Knapp, president of the Mechanics' Bank, and formerly of Gideon Lee & Company, said: Thirty or forty years ago, when he first knew the Swamp, it was a complete quagmire. The business, now so large, so comprehensive, so methodically conducted, was then carried on by a pass-book, and there was scarcely an instance of a man's buying fifty sides of leather at one time. They had heard much of the progress of the trade. It was their predecessors who had organized the system which had so greatly contributed to the advance-

ment of the trade. In Greene County the manufacture had been conducted on a large scale. The results achieved there had stimulated the trade elsewhere, for no one likes to be outdone. Large establishments had been erected, and the country was greatly indebted to the enterprise, energy and skill of the men whose portraits he saw around him. He referred, among others, to Colonel William Edwards. In 1827 he entered the Catskill Mountains, and spread a spirit of emulation among the tanners there, which has gone on increasing, and producing the most satisfactory and beneficial effects. The efforts and the inventions of these men were greatly instrumental in developing the resources of the tanning art and in extending the demand for hemlock-tanned leather. He would refrain from further remarks, as many other speakers were to follow.

Charles M. Leupp, the son-in-law and successor of Gideon Lee, made a long address that was vigorously applauded. His remarks were laudatory of the trade. He said that the amount of sole leather inspected in New York had risen from 205,000 sides in 1827 to 665,000 in 1837, and 3,500,000 sides in 1858. "The large tanneries," said he, "will continue to drive out the lesser ones, concentrating the sale of leather in cities where it is more cheaply and rapidly distributed to states, cities and villages that thirty years ago were inaccessible." He added that within a year a commercial revulsion had swept over the whole globe. In this fierce tornado the

hide and leather trade had stood boldly up and although owing an indebtedness of millions of dollars, not one house had succumbed—not a dollar had been defaulted. Among our predecessors were men of large views, high honor and public spirit. The Roman mother, Cornelia, when asked to display her jewels, pointed to her sons. So can we, pointing to these fathers, claim them as ours. Let us cherish their example, emulate their noble qualities so that our successors may say of us, "He, too, was a Swamper."

A. Fuller Crane of Baltimore quoted the remark of Gideon Lee, "No business can be successfully carried on unless both sides derive a mutual benefit."

Although this was styled "Annual Banquet," no other has been given by the New York hide and leather trade.

Jackson S. Schultz called on Frank W. Norcross for a speech, and Mr. Norcross spoke on the future of the trade. He said in part: "It is claimed that 'Cotton is King.' That can now be changed to 'Leather is King.' - At the end of this century probably more than 70,000,000 of our people will buy it, and no doubt with our tanning facilities we shall supply the civilized world." His remarks were received with applause.

A book was passed around for signatures of guests. These were obtained:



Sony Andrews  
Forthumstel  
1866

MacLargo.

James Littlefield  
Milton (Mabel)

H. C. Keene

L. G. Hall  
John Palmer

Wm. P. Miller

Geo. Carson

James Wheeler

Austin Watson 1865

Geo. Robertson

Philip Hitchcock

St. Robertson  
Reuben Leggett

William A. Hall

Geo. Evans

E. R. Masey

George Sotasey

John Phang

Elijah T. Provier

Samt. J. Kees

George E. Thomas

R. W. Rodman

H. D. Hall

E. Melleson

Auson Lapham

William G. White





Chas W. Chann

Geo A. Wardenburgh

L. Loring

Edward John W. Stoughton

B. W. Corner

Wm. W. Smith

Edw. F. O'Brien

Austin Strong

John W. Swan (Alden S)

Valentine Everett  
3

Willard M. Newell

<u>Mr. R. Hamilton</u>	Samuel Ashmun
Louis A. Dowley	Orrin Terry
E. Allen	E. Thompson
Henry B. Souley	Justin B. Wright
<u>Jacob South</u>	Asa T. Hawcett
<u>L. H. Allison</u>	John H. Mearns
James C. Cleave	Wm. M. Mearns
Joseph H. Patterson	E. J. Noble
Gro. Paley	Chas. Rudolphi.
Thos. H. Stout	W. C. Pughton Lee
W. Amatrang	Chas. H. Luff
Ambr. Kelly	<u>Wm. B. Mearns</u>

Wm. Palen

Geo. F. Butman  
Wm. Rutter -

Joseph Bente

Pam. Mafford

D. B. Fayerweather

Morgan Morgan

Mark Hoyt

Tom Stale

Richd. I. Smith

Thos. Lawrence

Walter Joyce

Thomas Smith

Wm. McLean  
P. Heigle  
Jm. Weidenreger  
Newbridge  
John H. Payne  
Thomas Parbury  
E. W. Upton  
Van Wagenen  
George Garvey  
Charles H. Hume  
Thomas Houser  
Chas. Fuller  
H. H. Hume

John K. Gamble  
Edmund H. Smith  
Martin P. Smith

C. B. Conway.

E. G. Ely  
Aaron Clapham  
B. S. Gray

J. D. Henry  
James A. Roberts  
W. Norcross  
George A. Standen  
O. S. Dexter



Old Hull

Wm. M. Bee

Wm. Cook

Henry J. Brooks

Oliver Howes

John Lowman Jr.

Wm. Cahn

W. A. M. Baker

Henry R. Kimball

James Fraser

Adrian B. Cook

Henry Pease

Edmund W. May

John E. May

John H. May

A.B. Acad. ~~St.~~  
Edwin Thorne

J. V. Mout  
Thames Whaler

This book might be deemed incomplete without some reference to a few prominent men who had more or less connection with the Swamp.

Richard Nelson is favorably known to the trade here and abroad. His uncle, after whom he was named, was a Poughkeepsie capitalist who provided E. M. Young with the money to found the firm of Young & Schultz more than sixty years ago. His namesake, Richard Nelson, came to New York with Wm. Palen & Noble, and later, with William Palen, formed the firm of Palen, Nelson & Co., leather brokers. About six years ago he took charge of the banking and commission business of T. L. Manson & Co., in the Swamp. Mr. Nelson is one of the most honorable of men and enjoys the entire confidence of the customers of this prominent moneyed firm.

John A. Hull has been in the Swamp since 1854. H. D. Hull was his uncle. About 1858 he took charge of the hide business of Loring Andrews & Son, who at that time were stocking twenty-two tanneries. He engaged in hide weighing in 1859. Harry M. Gilder, a brother-in-law of Henry I. Hull and a member of the Gilder family, so famous in literature, is Mr. Hull's partner. They receive, inspect and weigh hides for tanners.

Allen Hall passed away some ten years ago. He was with Terry Brothers. One of this firm married his sister. He was a cousin of Thomas W. Hall, president of the American Hide and Leather Company, and had other relations in the trade.

Mr. Hall was an honorable high-toned gentleman, whose word as a broker was readily taken by buyers and sellers of hides.

Philip Augustus White was a druggist at the corner of Gold and Frankfort street for more than half a century. He owned the building. He was a colored man, but one of the most advanced of his race. He was for many years a member of the Brooklyn Board of Education and a trustee of St. Phillip's Episcopal Church. Doctor White was a philanthropist. Every day at noon a physician attended at his store to prescribe for customers. There were many poor families in the neighborhood and medicines and attendance was freely given. During the "draft riots" the mob came to his store threatening to tear it down and murder the proprietor. His Irish friends, men and women, rallied to his rescue, surrounded the store and showed such a determined front that a riot was averted. Dr. White made a speech to the mob and told them he was "about half Irish himself."

#### CENSUS OF 1890.

By the census of 1890 New York State reports 200 tanneries producing \$20,614,037 of all kinds of leather. Shoe factories 257, producing \$23,661,294 worth of shoes.

There were 42,902,414 head of cattle in this country in the year 1900; of these 16,292,360 were cows.

## RECEIPTS OF HIDES AT NEW YORK.

	Total 1900.	Total 1899.
Foreign.		
Brazil .....	222,791	297,090
Buenos Ayres .....	656,894	781,157
Montevideo .....	404,498	368,000
Orinoco .....	93,494	194,523
Rio Grande .....	101,974	23,151
Other So. American.....	445,889	548,200
Central America .....	55,731	77,212
Mexico .....	161,210	177,064
West Indies .....	68,119	83,797
Europe .....	559,092	643,924
China .....	494,750	352,882
Africa' .....	.....	.....
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Total foreign.....	3,248,442	3,761,719
Domestic .....	303,141	378,987
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Total .....	3,551,583	4,140,706
Receipts of hides from Calcutta, 3,763 bales cow hides, 11,555 bales buffalo hides for 1900.		

## DUTY ON HIDES.

In 1845 the first duty was levied on hides. It was 5 per cent. This remained (except in 1846, when they were free) up to 1858, when the import was reduced to 4 per cent. In 1862 the duty on hides and skins was made 10 per cent ad valorem. This import was taken off in 1872, when hides and skins were admitted free. In the summer of 1897

the Dingley bill put 15 per cent duty on hides. Calf skins, goat skins and light hides were admitted free. A drawback equal to duty paid on hides was allowed on the leather exported. Green hides 25 pounds and under, and dry hides 12 pounds and under are free.

#### NEW YORK

#### ITS EARLY SHOE TRADE. HISTORY OF SOME PIONEERS.

The first vessel freighted with shoes at Boston was the sloop Delight. She sailed for New York in May, 1818. Her cargo was consigned to Spofford & Tileston, No. 19 Fly Market. The members of this firm were originally from Haverhill, Mass. They accumulated great fortunes.

Up to about 1850 the wholesale shoe trade was located in Pearl street, near the leather dealers in the Swamp. Their business relations were very close. The early shoe jobbers all sold leather.

John P. Whitehouse was the first to make soe shoes, in Pearl, near Ferry street, in 1837. These were nailed shoes. Mr. Whitehouse was a Member of Congress at Washington in 1872 and 1874. He died in 1881.

Edwin C. Burt left a name second to none in the trade. He cut the first French kid in sale shoes. His firm took gold medals at every World's Fair where they exhibited. Morse & Rogers, Duane street, succeeded to the business of Edwin C. Burt & Co., and well uphold the high character he es-



tablished for the Burt shoes.

Nathaniel Fisher was born in Dedham, Mass., in 1818. He began in the shoe trade in Buffalo, with John V. Ayres, but came to New York in 1837 and went into the store of L. S. Bouton & Co., in Pearl street. Shortly after that the firm of Baldwin, Studwell & Fisher, in which he was a partner, was formed. In 1869 the firm became Nath. C. Fisher & Co., which is the style now. N. Fisher died December 9th, 1880. Two sons, Irving R. Fisher and Nathaniel C. Fisher, are partners and continue the business. They occupy a double store on Duane street and are leading wholesale shoe dealers.

James Hanan founded a firm in 1850 that has always maintained a high rank as producers of shoes. Mr. Hanan was the early patron and helper of Destory, the inventor of the Goodyear sole sewing machine. It ought to have been called the Hanan machine. It would never have attained its high position but for the money and influence of Hanan & Sons. They operated the first machine in their factory in Greenwich street, and John H. Hanan, now the senior of the firm, has been instrumental in introducing it all over the world.

#### CHALES D. BIGELOW.

Charles D. Bigelow was a leader in the trade. He came here in 1851, invented the first pegging machine, and used it in pegging shoes at No. 10 Jacob street. In 1854 he introduced the division of labor in his shoe factory, the first place where it was

done. He held numerous contracts for prison labor. In 1866 he built the factory at Worcester and organized the Bay State Shoe and Leather



CHARLES D. BIGELOW.

Co. soon after. His son, Charles E. Bigelow, is now president of the corporation. His son-in-law, Frederick A. Neergaard, is the president of the Powell Brothers Shoe Co. in Duane street.

Charles D. Bigelow died in May, 1883.

J. & T. Cousins is one of the old firms, established about 1851. They have been prosperous and successful in business since that time. For about half a century "Cousins' shoes" have been a standard of excellence all over the country. A few years ago they built a large and commodious factory in Brooklyn.

S. Waterbury & Son have been producing misses' and children's shoes since 1839. They started and have kept on with the motto that "there is always room at the top," and their goods have been among the very best known to the trade. Z. C. Waterbury, of this firm, is a worker and an organizer.

A. Garside & Sons were established in 1865. The firm always made high grade shoes. It is said that not half a dozen shoe manufacturers in the United States make such fine work as they do. Their business is builded on a solid foundation, and three able, active sons now crown the spire, where Abram Garside laid the corner stone almost forty years ago.

#### DOHERR, GRIMM & CO.

This firm was founded in 1877, representing A. Weingreen & Co., Hamburg. In 1881 they began to do business under the present firm name. John B. Doherr owns the business. He imports 4A Plate hides and exports hides and skins.













